

THE TRAVELERS' NUMBER

THE

Publishers' Weekly
THE AMERICAN
BOOK TRADE JOURNAL

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The American Literary Gazette and Publishers' Circular.

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VOL. LXXXV., No. 8

NEW YORK, February 21, 1914

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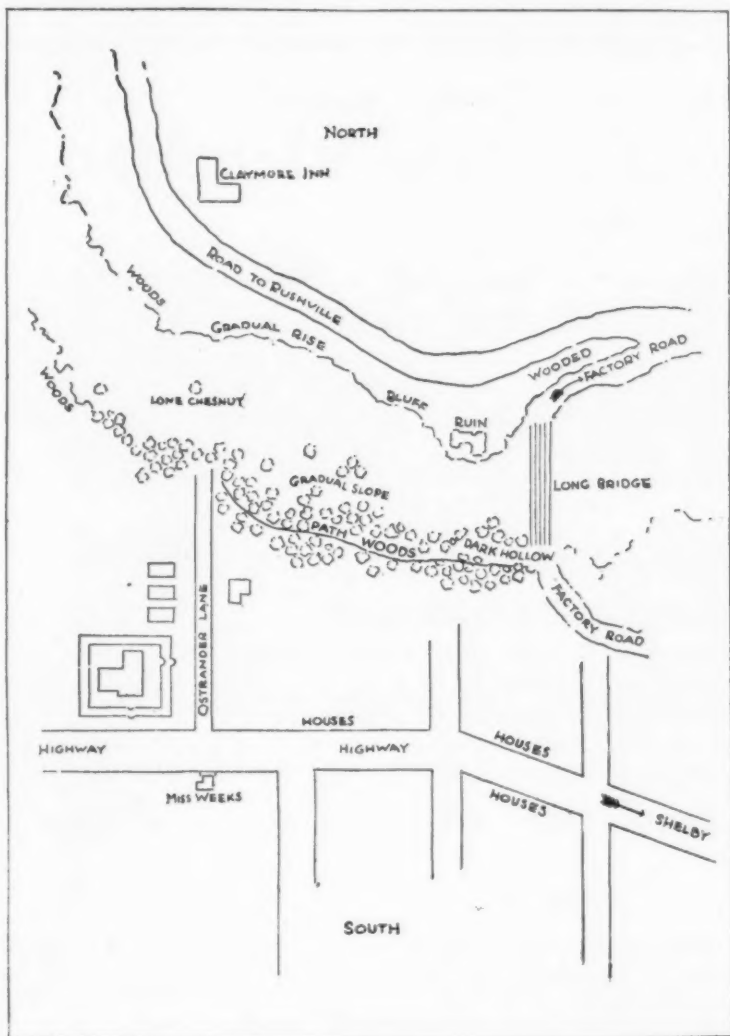


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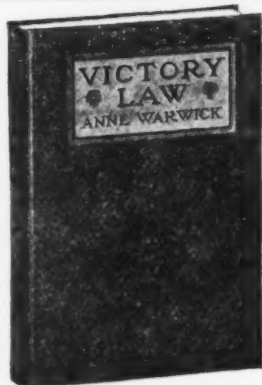
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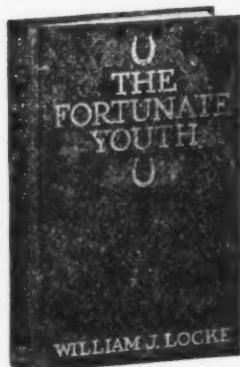
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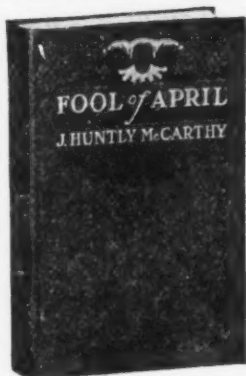
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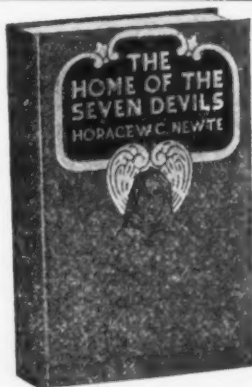
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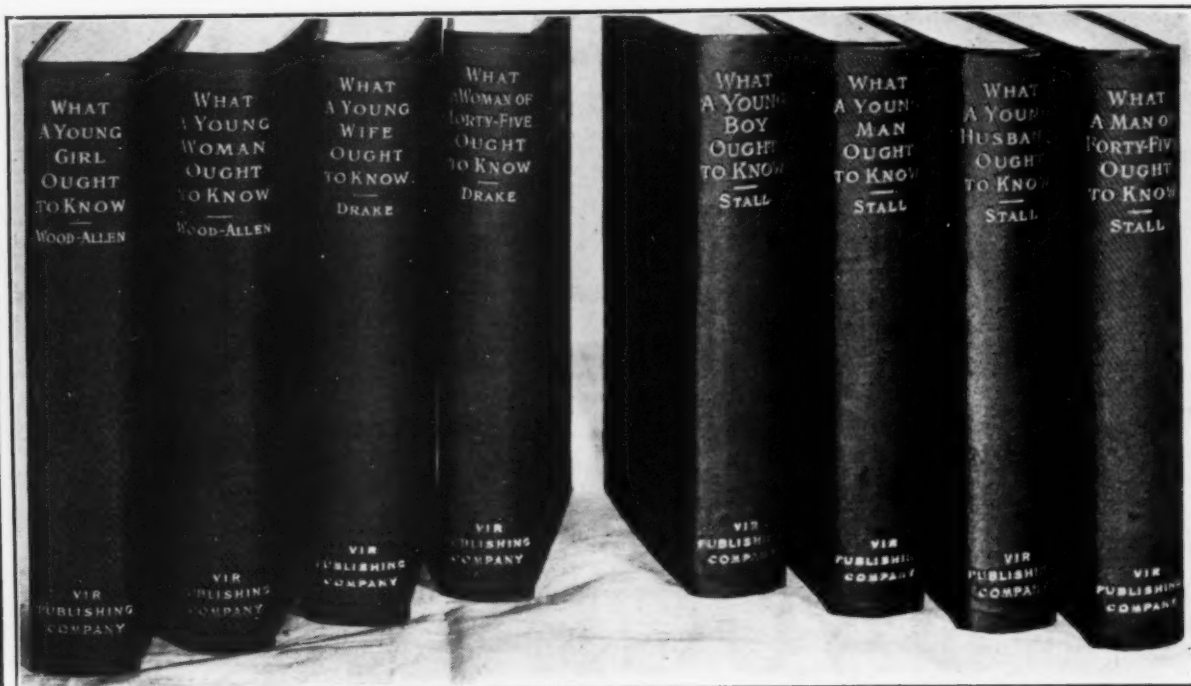
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PUBLISHERS FREDERICK A. STOKES COMPANY NEW YORK

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

February 21, 1914

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible, in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

"SALESMAN'S STAGE FRIGHT"— DIAGNOSIS AND PROGNOSIS.

Ask any old salesman if he ever had had stage fright when out on the road and he will tell you yes. Ask him if he does not sometimes have it still, and, nine times out of ten, if he be honest, he will say the same.

So, if you are new to the game, and find yourself walking up and down the corridor outside a customer's office two or three times before you get up courage to turn the door knob and enter, remember you have had predecessors in timidity. Our psychological kinks are sometimes very curious. An inexperienced solicitor calls on a big buyer, a man whose order, if he can land it, means a definite boost forward for himself. It is evident that no orders will develop spontaneously: the man must be interviewed. Perhaps this salesman has previously made several unsuccessful attempts to see him and is hoping that this time he may be "in." For all that, when the office boy or secretary returns with the word that Mr. B. is out or "engaged for the morning," where is your embryo salesman who does not heave an ingenuous and quite unintentioned sigh of relief? The customer has been duly called upon, circumstances quite beyond the salesman's control have prevented a meeting; he can and does go away therefore oftentimes with a sense of duty well done.

Now of this natural and excusable timidity no salesman worthy of his salt need be ashamed. It wears off with practice and familiarity with one's line and growing acquaintance with the men one sells to. Happy the salesman working for a house of which he is genuinely proud, selling to buyers whom he is able to greet two or three times every

year as warm personal friends, carrying a line whose staples he knows by heart and whose novelties have a selling quality which needs no memorizing!

Such a niche in the business world the trade traveling man has a right to expect and generally finds. The *retail* solicitor, if you may call him that, the traveling salesman (as, for instance, an insurance agent) who is continually seeking and selling *new* buyers, has a little different problem to solve, but really less excuse for nervousness. For the timidity of the real salesman is never fear to get into the fray but fear lest, having got into it, a wrong choice of weapons or an unskillful wielding of them may bring defeat.

The free and easy, "good mixer," hail-fellow-well-met type of personality is a business asset without a doubt. Joined with the true salesman's mental qualifications—imagination to get the retailer's viewpoint, patience in listening to and explaining away his difficulties, alertness in evolving merchandising plans and in adapting them in a twinkling to the needs and conditions of the moment, sturdy and intelligent loyalty to the house one represents—these joined with personality form an irresistible combination.

But the hail-fellow-well-met personality by itself—never scared or abashed though it may be—does not compare in the long run in effectiveness with the little mentally-shrinking salesman who faces every office door with trepidation—and a swiftly formulated plan of attack that will force that particular ogre to yield!

That's the point; your free-and-easy salesman oftentimes doesn't think; he doesn't have to; his personality alone sells a certain modicum of goods. But the salesman who is earnest, but at the start diffident, really strengthens himself with every such access of business bashfulness. For each forces him to view closely from every angle the buying nut he is about to attempt to crack; and on such constant analyses is laid the foundation of permanent success in salesmanship.

Just remember this then, next time you approach the lair of a new customer with your heart in your boots: "Now is where I should do some thinking, for there's *some* way sure to get this man's order: what is it?" It won't be long before the thinking game will get so exciting that you'll forget to be scared.

THE death of Theodore L. De Vinne closes the career of a man very eminent as

a publisher-printer, for in his close relations with publishing, especially in the early days of *Scribner's* and the *Century*, he did so much to advance good publishing as to earn for himself a real position among publishers. As an author he contributed substantially to the literature of printing, and he was one of the very few modern men whose name and characteristic personality recall those remarkable printers in the cradle days of printing of whom Aldus and Elzevir are historic types. Those who knew this remarkable man understood well why he so impressed himself on the art of printing and the business of publishing; and he must always be held in honored remembrance by the generation which knew him and by the later historians whose business it will be to chronicle the progress of printing in our day. The re-marriage of printing with the fine arts, from which it had been divorced since the days of Dürer and the early printers, came about largely through the development of wood engraving in America, and for this Drake and De Vinne for the *Scribner* magazines and Parsons and Smithwick for the Harper publications, were largely responsible.

THE dinner of the Authors' League, at which several hundred authors formed the composite host and many representative publishers were made welcome guests, was notable for the serious word of inspiration for authors as men of light and leading which Secretary Bryan made his keynote, and for the copyright discussion in which Rex Beach for the society, Herbert Putnam for the copyright authorities, and George Haven Putnam for the publishers, took part. Authors should not overlook the immense advance secured in the new copyright code, despite the imperfections which Author Beach emphasized and which Librarian Putnam admitted as necessities in the compromise which made the code possible, and Publisher Putnam was very right in saying that the publishers as a class would welcome the activity of authors as a class in doing their full share toward copyright betterment. The American Copyright League, representing not only authors, but other copyright interests, and the American Publishers' Copyright League were forced to make compromises which were as unwelcome as they were necessary, but the Authors' League, with fresh vitality, is not bound by their traditions or arrangements, and should push forward until our own country is placed in a position to join the family of nations, in

the International Copyright Union. It is only fair, however, to voice a warning against the danger of piecemeal amendments to the copyright code or of such impatience with the present situation as would precipitate new conflicts before a general plan of final steps can be worked out and predominant assent for it secured.

THE reports of the dinner of the Authors League of America last Saturday which appeared in the various metropolitan papers give the thoughtful reader food for reflection. Here was an important function, perhaps the most significant social event of the year in the literary world, attended and participated in by some of the most notable figures in our national life. Without exception the various New York papers gave the most perfunctory sort of attention to the important phases of the dinner, and expended nine-tenths of what *they* assert to be valuable space to an alleged incident, which, if it ever happened, was so completely unimportant as not to merit so much as notice. We expect the various yellow journals to serve up "news" like this consisting of unadulterated fabrication and sublimated piffle. Of papers of the standing of the *Sun* and *Times*, however, we expect something better. Their silly amplification of triviality in this particular case was an insult to the intelligence of their readers.

AN editorial note in the last issue of *The Author*, the journal of the English Society of Authors, emphasizes the point that the PUBLISHERS' WEEKLY has so often tried to make clear—that there is but one copyright in a literary work, and that that one copyright covers all serial, book, dramatic, cinematographic or other rights of every kind. The misconception that there is such a thing as the copyrighting of serial rights, the copyrighting of dramatic rights, etc., separately, is a widespread fallacy, which a certain rather unfortunate *obiter dictum* in a recent decision has perhaps helped to foster. We are glad to see *The Author* helping to correct this misconception. Let us repeat: there is but one copyright in a literary work; it is not subject to divisible copyright.

PICK-UPS.

SAFE QUESTION.

He—Have you read that novel yet?

She—No; I only glanced at it.

He—How does it end?—*Chicago News*.

Spring Lines of the Publishers and Some of the Men Who Will Show Them

Information for the trade of the territory covered by the travelers of whom we have been able to collect data, with short sketches of some of them and a brief description of the lines carried by them. These descriptions have given special emphasis to the so-called "competitive" lines, the cheaper series, "rebinds," "juvenile series" and novelties, though notice has also been given of other books which their publishers intend specially to push. In cases where no mention is found the information was not forthcoming from the publishers.

D. APPLETON & COMPANY make the following announcements: "Confessions of an Inconstant Man," Anonymous; "Playing With Fire," by A. E. Barr; "Old Mole," by G. Cannan; "Quick Action," by R. W. Chambers; "The Victim," by Thomas Dixon; "Keeping Up Appearances," by M. Foster; "The Opal Pin," by R. Gillmore; "Cap'n Dan's Daughter," by J. C. Lincoln; "The Man Inside," by N. S. Lincoln; "The Red Tavern," by C. R. Macaulay; "The Jam Girl," by F. R. Sterett; "The Butterfly," by H. K. Webster; "The Guns of Shiloh," by J. A. Altsheler; "The Guns of Bull Run," by J. A. Altsheler; "Benton's Venture," by R. H. Barbour; "The Winning Hit," by H. Williams; "The American Year Book," ed. by F. G. Wickware; "Love and The Soul Maker," by Mary Austin; "Life of St. Augustine," by L. Bertrand; "Plant Breeding," by J. M. Coulter; "Rural Credit," by M. F. Herrick; "Beating Back," by W. Irwin and Al. Jennings; "Hail and Farewell-Vale," by George Moore; "Behind Prison Walls," by T. M. Osborne; "Chemistry in America," by Edgar F. Smith; "Excess Condemnation," by H. S. Swan; and "Forty Years of It," by Brand Whitlock.

Travelers: Emil Heikel (large cities of the Middle West and Pacific Coast); Paul Florin (the South and the balance of the West); Robert Brady (New England, New York and Pennsylvania); F. A. Clinch (Boston, Philadelphia and Canada).

A. S. BARNES COMPANY are offering "The Modern Short-Story" by Lucy Lilian Notestein and Prof. Waldo Hilary Dunn of the University of Wooster, Ohio. The treatment of the subject is based on the method used by Prof. Dunn in teaching large classes in short-story writing since 1909. An important addition to works relating to music is Prof. Karl W. Gehrken's "Music Notation and Terminology" giving the latest definitions, with spelling, pronunciation and derivation of all terms ordinarily in use by musicians. New books soon to be issued by this house are: "Dramatic Games and Dances," by Caroline Crawford and "Aesthetic Dances," by Emil Rath.

Traveler: Laurens Maynard.

BARSE AND HOPKINS have made numerous and interesting additions to their growing, popular line. The "American Home Cook Book" edited by Grace E. Dennison, assisted by over one hundred and fifty special contributors, contains the latest and best recipes of many expert cooks and is sure to find favor

among housewives. "Lilies Auction Bridge," new and up-to-date, including a description of the Nullo Count, will be welcomed by all lovers of this most fascinating card game. "School Memories," designed by Cornelia Morton Weyburn, who designed "Baby's Book," "Wedding Journal," "The Open Door," etc., is a record book for grammar, high school and college students, and is most



A. M. MACMILLAN

Representing Henry Altemus Company.

A. M. MACMILLAN first appeared on the horizon of the book world as a cash boy in the Book Department of John Wanamaker's Philadelphia store, and after a brief apprenticeship there, he cast his lot with the Henry Altemus Company as general utility boy. It was during his early association with this firm that he discovered his pet ambition. A salesman's job was the job for him. With this idea in mind he forged steadily ahead until not many years later he was given an opportunity to demonstrate his ability to sell books. Just how fully he has achieved his ambition may be determined by the announcement that on entering this, his seventeenth year with the Altemus house, he succeeds Leslie G. Nourse in making the coast territory and the leading cities of the East.



JOHN C. VOSE

Representing the A. L. Burt Company.

JOHN C. VOSE is a Yankee born, having made his debut at Ashburnham, Mass., in 1882. He attended Cushing Academy in that town, and later studied at Colgate University. For several years he was identified with a fire-proofing company in New York City, for whom he edited correspondence. Later he joined the sales force of Moffat, Yard & Company, for whom he travelled nearly three years, then casting his fortunes with A. L. Burt Company. He has entered upon his fifth year with the latter concern, and in placing their merchandise he very successfully covers parts of the Northwest, Central West and New England.

appropriate as a gift book. "Affinity," a book of verses, by Maurine Hathaway, author of "Passion Lyrics," etc., is bound attractively in cloth and velvet calf. *The Big League Series*, by Burt L. Standish, promises to be a "hit." Special care has been taken to make these stories of baseball and romance attractive in form and popular in price. Supplemental to this is *The Boltwood Series*, by Gilbert Patten, interesting stories of college life and college athletics. The constant demand for sets of the Robert W. Service books has made necessary the publication of "The Spell of the Yukon" and "Ballads of a Cheechako" in two-volume sets in cloth and red paste-grain leather. "The Dyak Chief and Other Verses," by Erwin Clarkson Garrett contains interesting legends of a peculiar tribe. Many will be interested in the "Prince of Peace," one of the most popular lectures of the Hon. William Jennings Bryan. The great success of the anthologies, "To My Mother," "To My Dad," etc., has brought about the publication of two new companion volumes,

"To My Dear" and "To My Friend," in three bindings, vellum, white parchment and Persian ooze. *The Aberdeen Series* is an entirely new edition of ten popular classics printed from new plates and bound in de luxe vellum with title stamped in gold. *The Blackstone Series* bound in selected Persian ooze stamped with handsome border design and title in gold, and *The Blenheim Series* bound in velvet calf with title stamped in gold contain the same titles. *The Knickerbocker Series* is a new edition of carefully selected titles bound in fancy vellum. *The Frontenac Series*, another new edition of selected titles, is bound in fancy leather with title stamped in gold. Another new and attractive line, *The Finesse Classics*, containing a list of short classical selections suitable for recitation, is bound in vellum paper sides or in selected Persian ooze with the title stamped in gold. The popular line of *Golden Books* has been increased by five titles. *The Essex Series* is bound in new, novel, fancy paper sides and contains five new titles. Three new titles have been added to the *Copley Series*, and the *Netherland Series*. *The Biltmore Series*, contains ten, and the *Savoy Series* five new titles. *The New Rellaw Series* is bound in selected Persian ooze with the added feature of a metallic picture inlay and novelty edges. *The New Drexel Series* is bound in new fancy leather. *The Gem Birthday Books*, a new edition, is bound in attractive art paper sides. The regular line of *Birthday Books* has two new titles added in three editions, cloth, ooze and fancy leather, the last named being an entirely new edition, especially adapted for presentation purposes. *The Day-to-Day Series*, increased by one new title, is ready in an entirely new edition bound in fancy leather with the title stamped in gold. An entirely new edition of the *Golden Thought Series*, containing well chosen selections from prominent authors, is ready in three bindings, silk vellum, white parchment and Persian ooze. *The Gems of Thought Series* comes in an entirely new edition bound in opal vellum. Four new titles are added to *The Xmas Classics*.

A special edition for children, *The Laddie Series*, comprising four well-known standard stories, has been published in attractive bindings. A new popular-priced edition of "A Child's Garden of Verses" is presented for the first time. Juvenile offerings include "The Adventures of a Happy Dolly" and the "Magical House of Zur," by Mary Dickerson Donahey, author of "The Castle of Grumpy Grouch," "Down Spider Web Lane," etc. An innovation is "The Stickum Stamp Family and Other Stamp Stunts," by Frances White, wherein children will find delight in making artistic pictures by cutting up stamps and pasting them on outline drawings. The Barse and Hopkins leather books will continue to be bound with a patented tubular back which permits the full opening of the book without the possibility of breaking the binding. It is the same principle that has been used so successfully in the celebrated "Bagster" and "Cambridge" Bibles.

Travelers: John H. Hopkins; Charles B. Nourse; Wm. Haldane; John V. I. Wood.

BRENTANO'S now publish all of Bernard Shaw's plays in eighteen volumes, a play to a volume—the latest addition being "Press Cuttings." *The Classics in Art Series* now numbers sixteen volumes, and forms, with the complete reproductions of the works of the most famous painters and the biographical introductions, a veritable encyclopedia of art. New volumes of historical memoirs have been added to the Brentano list, already strong in literature along these lines.

THE BROWNE & HOWELL COMPANY have, in their *Ooze Leather Christmas Series* something that will be a decided innovation. These copyrighted Christmas stories are charmingly bound in ooze leather of assorted colors and retail at fifty cents. "The Congresswoman," by Isabel Gordon Curtis is certainly up to the minute, since women in Kansas are now actually running for Congress, for in her story Mrs. Curtis looks ahead a bit, and elects a woman to Congress.

Travelers: Mr. Maynard and Mr. Howell will cover the entire country and Canada.

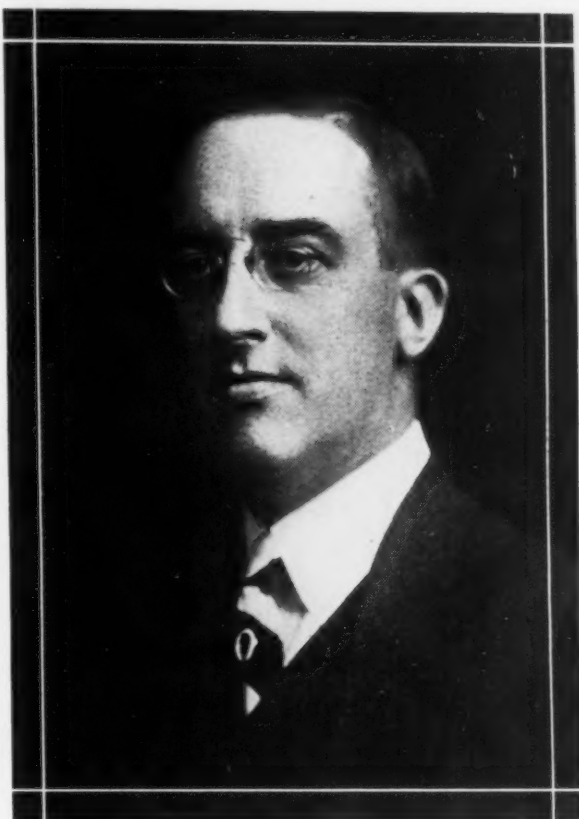
A. L. BURT will have ready by March 1st, reprints of the following recent novels, all in good cloth bindings and retailing at 50 cents: "The Reason Why," by Elinor Glyn; "Truth Dexter," by Sidney McCall; "To M. L. G.; or, He Who Passed," anonymous; "Where There's a Will," by Mary Roberts Rinehart; "Lonesome Land," by B. M. Bower; "The Coming of the Law," by Charles Alden Seltzer; "Vane of the Timberlands," by Harold Bindloss; "The Mystery of the Boule Cabinet," by Burton E. Stevenson; "The Woodcarver of 'Lympus," by Mary E. Waller; "Hugh Wynne, Free Quaker," by S. Weir Mitchell, M.D.; "The Place of Honeymoons," by Harold MacGrath; "The Bandbox," by Louis Joseph Vance; "Miss Gibbie Gault," by Kate Langley Bosher; "The One-Way Trail," by Ridgwell Cullum; "Counsel for the Defense," by Leroy Scott; "Jennie Gerhardt," by Theodore Dreiser; "Buck Peters, Ranchman," by Clarence E. Mulford; "Sharrow," by Bettina Von Hutten.

Travelers: Charles B. Steele (South and Pacific coast); Theodore A. Jasper (Central part of the United States, from New York to Kansas and Nebraska); Thomas J. McLaughlin (Northern section of United States, from Portland, Me., to Michigan); John C. Vose (North Middle section of the United States, from New York to Minnesota); McLeod and Allen (Canadian Provinces); Alfred Coleman (Western territory).

H. M. CALDWELL COMPANY

Travelers: A. D. MacMullen, James F. Weston, Adolph Davidson.

THE CENTURY COMPANY announces among their publications for the spring: "Home," the anonymous novel whose serial publication in *The Century Magazine* attracted such wide attention; "William and Bill," a humorous story about boys by Grace MacGowan Cooke; "Barnabetta," a new story of the Pennsylvania Dutch, by Helen R. Martin, author of "Tillie: A Mennonite Maid"; "Anthony the Absolute," a powerful story of the China East coast by Samuel Merwin; "Silent Sam and



FREDERICK W. OWEN

Representing The Century Company.

FREDERICK W. OWEN started in the publishing business with Copp, Clarke & Company, of Toronto, in whose employ he remained six years. The ambition to glean the larger field of business led to his engagement as a salesman with The Century Company. A year ago he settled in San Francisco and now represents on the Coast, besides The Century Company, Graham & Matlack, B. W. Huebsch's line of diaries, the Goldsmith-Woolard Publishing Company, of Wichita, Kansas, and several lines of fine greeting cards.

other Stories," a collections of short stories of life in New York City, by Harvey J. O'Higgins, somewhat in the O. Henry vein; "Idle Wives" and "Dodo's Daughter," by James Oppenheim and E. F. Benson, both love stories; "Bedesman," by Mary J. H. Skrine, one of the little \$1.00 books with which this house has been so successful; "A Volume of Essays on Literature and Life," by Richard Burton and "The Arthur Rackham Book of Pictures," a collection of forty-four of this artist's best pictures reproduced in color.

Travelers: George L. Wheelock, John F. Winters and Frederick W. Owen (special representative on the Pacific coast and west of Denver).

THOMAS Y. CROWELL COMPANY announces some especially fine color books for 1914, and numerous new styles in novelties in cloth and leather. Among notable features of the firm's list are new works of reference, thin-paper sets, lines of standard poets, booklets, anthologies, year books, and up-to-date books for boys and girls.

Travelers: William R. Spinney (Pacific coast, New York City, Philadelphia, Washing-



CROSSLEY W. WALLACE

Representing Cupples & Leon Company.

CROSSLEY W. WALLACE was born in London, England, but came to the United States when very young. He became receiving clerk of his firm in 1910, and will this year get his "baptismal" trip on the road. His four years of close work at headquarters gives him a very intelligent knowledge of trade conditions which, backed by young enthusiasm, is bound to bring him success in his new undertaking.

ton); George R. Hobby (Boston, Pittsburgh, Chicago, Cleveland, St. Louis, Cincinnati, St. Paul and New York State); Frank C. Dixon (all of the South and portions of the West and New England); Ernest J. Bunce (Pennsylvania and Middle States); Kenneth E. Palmer (Northwest and portions of Pacific coast); McLeod and Allen (all Canadian points).

CUPPLES & LEON COMPANY emerges from the supposedly unlucky 1913 into the bright possibilities of 1914, with a record of sales surpassing any since the Company's incorporation. The presses and binderies are already humming with their new spring books, and the annual "Motor Boys" book will, of course, be among the first started on its way. This new volume is about the perilous submarine, and will doubtless prove captivating. It is called "The Motor Boys Under the Sea; or From Airship to Submarine." For the girls Margaret Penrose is still writing "Dorothy Dale" and "Motor Girls" adventures. The new volumes are "Dorothy Dale's Promise," and "The Motor Girls on Crystal Bay; or, The Secret of the Red Oar." "The Racer Boys Forging Ahead;" or, "The Rivals of the

School League," and "Baseball Joe in the Central League;" or, "Making Good as a Professional Pitcher," are additions to well-known series. An important addition to Cupples & Leon Company's publications is a fully illustrated quarto edition of "Grimm's Fairy Tales," which they claim is the only complete edition of Grimm published in the United States. All the illustrations, many of which are in color, are the work of John B. Gruelle—the man who drew the \$2,000 prize from the *New York Herald* for his "Mr. Twee Deedle" pictures and stories. "Timothy Toddlekin" and "The Little Tin Soldier," by Harriet Eunice Hawley (already endeared to "kiddies" by her last year's book, "A Woodland Party,") will be ready in the early summer. A new series, "The Happy Hours," and four new volumes in the "All About Series" will be added to the toy book lines. "The Good Housekeepers' Cook Book," has been revised and enlarged, and now appears as a dignified 8vo. Cupples & Leon Company is United States agent for Dean & Son of London, and has received from this famous "Rag Book" house an unusually large assortment of novelties in the line of "Kiddie Books" ranging in price from those within the means of the slenderest purse to those that amuse the tiny tots in the nurseries of multi-millionaires.

Travelers: Arthur T. Leon, Chicago and large western cities; Victor W. Cupples, Philadelphia, Baltimore and Washington; William M. Edwards, Coast States, large cities in West and East; M. F. Gallon, South, New England and Pennsylvania; Crossley W. Wallace, Middle West and New York State.

THE DEVIN-ADAIR COMPANY have added a number of religious books to their list: "Dogmatic Canons and Decrees," compilation of decrees of the Catholic Church; "The Heliotropium, The Conformity of the Human Will to the Divine," translations from Jeremias Drexelius; "Songs for Sinners," by Rev. Hugh Francis Blunt, verse; and "St. Ursula," by Ruskin, preface by an Ursuline nun. They have in preparation: "The Fox that Wanted Nine Golden Tails," by Kathleen Gray Nelson; "The Wooing of a Recluse," by Gregory Marword, a series of love letters; "Capers—His Haps and Mishaps" (juvenile), dogs in color, by W. J. Steinegans; Tales by Oliver Herford; "The Secrets of the Elves," by Helen Kimberly McElhone with colored illustrations by Albertine Randall Wheelan; "Yourself and the Neighbors," by Seumas MacManus; "Those of His Own Household"; "Keystones of Thought," a book of epigrammatic sentences, by Austin O'Malley; "The Light of Men," by M. Reynes Monlaur; "The Jewess"; "Fred Carmody, Pitcher," by Hugh F. Blunt; "Wiggley-Nose and Velvet-Foot," by Robt. H. Wevill; "Your Pay Envelope," by John R. Meader; "Love's Ages" (Deutsche Liebe), translation from Max Mueller and "The Woodneys," by J. Breckenridge Ellis.

Traveler: Frank Sloane, Middle West.

G. W. DILLINGHAM COMPANY announces for early issue "The Lure," by George Scar-

borough; "The Wasp," by Theodore Goodridge Roberts; "The Return of the Night Wind," by Varick Varnady; "Goddess of the Dawn," by Margaret Davies Sullivan; "Boobs, as seen by John Henry," by George V. Hobart; "The Price," from the play of George Broadhurst, by Arthur Hornblow; "Flying U Ranch," by B. M. Bower; "Matthew Ferguson," by Margaret Blake; "The Art of the Photoplay" and "Traffic in Souls" novelized from the great photoplay, by Eustace Hale Ball. The Dillingham list of popular copyright reprints now numbers 330 titles.

Travelers: Alban T. Roche, Joseph G. Young.

DODD, MEAD AND COMPANY started the year with a new detective story, "Dark Hollow," by Anna Katharine Green (or Mrs. Charles Rohlf, as she is known in private life). Mrs. Rohlf's latest story is in the old style of her earlier mystery tales, with a dark, dismal, mysterious setting for its crimes. The first novel by the wife of Henry de Vere Stacpoole, "Monte Carlo," is a blithe tale of the Riviera in the height of the season. "The Youngest World," by Robert Dunn, author of "The Shameless Diary of an Explorer," is a story of Seattle and Alaska, depicting the strange, motley hordes of drifting outcasts and adventurers of this latest of the world's frontiers. Carl Werner, author of "Bringing up the Boy," has this spring produced his first long novel, "The Law of Life," in which the heroine attempts to apply to her suitors the test of the single standard of morality. "Black is White" is McCutcheon's spring novel, and McCutcheon needs no introduction. Among the younger English authors few are making a better bid for a prominent place among the coming writers than W. L. George, whose novel this spring is "The Making of an Englishman," which describes how a young Frenchman gradually merges into the English type. Miss Roe, author of "The Maid of the Whispering Hills" has a new novel in very much the same style as that story, "The Primal Lure," a tale of the Canadian Far-north. "Initiation" is Robert Hugh Benson's spring book, a character study in Father Benson's most serious vein. A novel of Boston society—that one hereditary, aristocratic caste in our democratic country—comes under the title "A Pillar of Sane," from William R. Castle, Jr., author of "The Green Vase." The popular *Saturday Evening Post* writer, Henry C. Rowland, is bringing out in book form his "Sultana," a mystery story with a French chateau for a setting. Madame Maurice Maeterlinck's "The Choice of Life," is a novel of French life. Among Dodd, Mead's travel books are "Lombard Towns in Italy," by Egerton R. Williams, who wrote "The Hill Towns of Italy"; "The Literary Baedeker," by Arthur Bartlett Maurice, Editor of *The Bookman*; "Panama and the Canal," by Willis J. Abbot, who describes the human side of the Canal—how it looked while it was being built, and how the Canal builders lived, and played, and worked," and "Japan's Inheritance," by E.



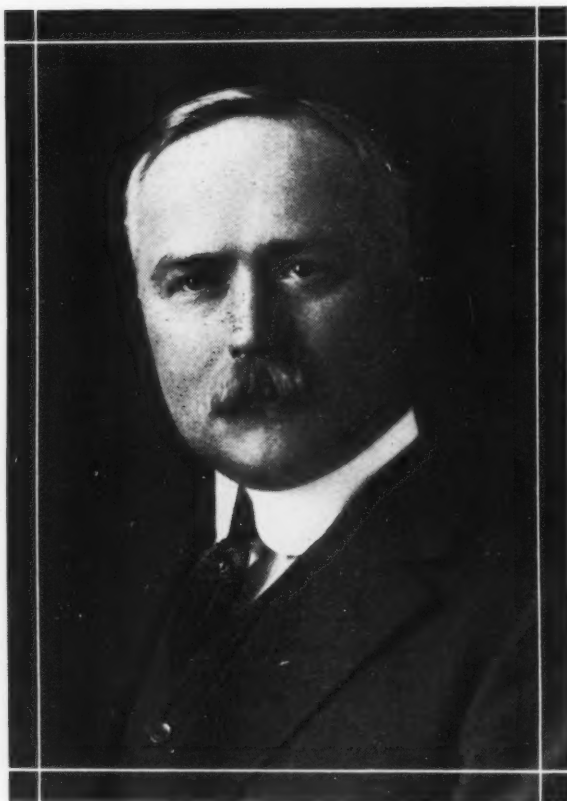
ADOLPH DAVIDSON

Representing Dana Estes & Company.

ADOLPH DAVIDSON is a Bostonian, and previous to making connections with Dana Estes & Company, he had an excellent apprenticeship of twelve active years with the News Company, in whose interest he journeyed throughout New England, learning the "game" in the best territory for having one's business acumen finely honed. Last year he made the Southern route for Estes & Company with marked success and will cover the same territory this year. Adolph can "tell a story" and tell it well—an art which, in a measure, accounts for his popularity among those who buy as well as among those who sell books.

Bruce Mitford. "The Empress Frederick: A Memoir," written anonymously, should attract attention. The Empress Frederick is the mother of the present German Kaiser, and the eldest daughter of Queen Victoria. She was the central figure at Berlin for fifty years, and the enemy of the great Bismarck. Charles A. Selden, City Editor of the *New York Evening Post*, is bringing out in book form his "Everyman's Garden Every Week," which appeared in *The Country Gentleman*. It is a practical book for the suburbanite's flower as well as kitchen garden. A little book on Royal Auction including Nullos by H. B. Clark is listed for early publication. Christy Mathewson, "Matty" of the New York Giants, is the author of "Pitcher Pollock," the first of his series of juveniles to be published under the title of *The Baseball Nine Books*.

Travelers: F. C. Dodd (Chicago, Boston, Philadelphia, Cleveland, Detroit); Harry M. Snyder (Texas, Pacific coast, New York, New England, Baltimore, Washington, and the



DAVID J. O'CONNELL

Representing Funk & Wagnalls Company.

DAVID J. O'CONNELL is sales manager of the Wholesale Department of Funk & Wagnalls Company. He is in every respect the product of his house, having joined its force as an office boy, more than twenty-five years ago. Within that time he has been promoted from one department to another, finally attaining his present important position. Among the many friends he has made in the trade "Dave" is known as the "dictionary man" because of his enthusiasm for the Standard Dictionary. His company has recently taken over the American selling rights of Cassell & Company, Limited, of London, thereby widening the sphere in which his activities are so successfully engaged. His territory covers all of New England and the Eastern and Western States to and including Colorado.

larger cities in the Middle West); Howard C. Lewis (South, and the smaller cities in New York, Pennsylvania and the Middle West); G. G. Wyant (New York City).

M. A. DONOHUE & COMPANY announce many new additions to their lines for this year. They are bringing out popular-priced editions of the "Sherburne Girls," "American Indians," seven volumes of Martha Finley books and the "Read-out-loud Books," by John Martin. Encouraged by last year's success with the *Boys' and Girls' Copyright Books*, they will this year have two books by Gabrielle E. Jackson, one book by Marion Ames Taggart, and a new book by Amy Brooks. They will continue the "Wizard of Oz" and five other Baum books, the *Live Dolls' Series* of ten volumes, and the *Denslow Books*, popular-priced edition, and will add new

titles to their *Boy Scouts Copyright Books* and *Motorboat Boys' and Bird Boys' Series*. They have ready for the spring three Gift Books—"My Travels Abroad," "My College Diary," and "The Bride's Book." In the Juvenile line they will have a new "Kraft Book," by Adelia Bell Beard. An entirely new line of covers will be made for the *Board Juvenile Books*. The *Holmes Series*, *Mead Series*, *Abbot Series*, *Boys' and Girls' Books*, *Birthday Books*, *Dictionaries* and *Gift Books* will be continued.

Travelers: W. W. Jones, New York City and in the larger towns East; A. Lowenthal, New England and Pennsylvania; John Coyle, Central States and Pacific Coast; Wm. Hammersley, Middle West; E. F. Boedeker, South.

THE GEORGE H. DORAN COMPANY have an interesting fiction list—one that shows plenty of diversity, too. Mrs. Baillie-Reynolds—to begin alphabetically, has written in "A Doubtful Character," the story of two lovers who have every reason to distrust each other, but who satisfactorily untangle their misunderstandings. "Another Man's Shoes," by Victor Bridges, is a mystery tale; "The Vanguard," by Edgar Beecher Bronson, a story of the West in pioneer days, and "Jean and Louise," by Antonin Dussere, a pastoral from the French, told with the simplicity of "Marie Claire." Continuing the list, the following books attract attention: "Her Ladyship's Conscience," by Ellen Thorneycroft Fowler; "The Hour of Conflict," by Hamilton Gibbs; "Gillespie," by J. MacDougall Hay; "Mrs. Day's Daughters," by Mary E. Mann; "The Story of Louie," concluding volume in the remarkable Oliver Onions trilogy; "The Miracle Man," by Frank Packard, author of "Greater Love Hath No Man"; "The Remington Sentence," by the English humorist, W. Pett Ridge; "Jesus is Here!" a continuation of "In His Steps," by Charles M. Sheldon; "Cuddy Yarborough's Daughter," by Una L. Silberrad; and "Quinneys" and "Loot," by Horace Annesley Vachell. "Maradick at Forty," "The Prelude to Adventure" and "The Gods and Mr. Perrin," all by Hugh Walpole, are to be reissued uniform in style with "Fortitude."

Travelers: J. W. Corrigan (New York, Boston, Philadelphia and other cities); H. R. Drake (Chicago and the Pacific coast and in all religious bookselling houses); R. N. Hays (Southern States, Middle West and New England); E. H. Ziegler (New York State, Pennsylvania, and smaller cities in Middle West and New England).

DOUBLEDAY, PAGE & COMPANY, following out their slogan of "fewer and better books," announce a short but evenly balanced list this spring. In fiction three volumes will no doubt attract attention: "Vandover and the Brute," a recently discovered manuscript by Frank Norris, the author of "The Octopus," "The Pit," etc.; "Chance," by Joseph Conrad, a tale which went into five editions two weeks after publication in England and "Penrod," Booth Tarkington's inimitable story of a boy. Then, too, there is another delicious satire on

everything German by the author of "The Caravaners," and "Elizabeth and Her German Garden," entitled "The Pastor's Wife," and an interesting work by the late Stanley Waterloo, "A Son of the Ages," which tells the story of man's descent through the ages. The same author's "The Story of Ab" will be remembered. Other fiction works of importance are "My Garden Doctor," by Frances Duncan, "The Loves of Ambrose," by Margaret Vandercook and "Cleek of Scotland Yard," by Thomas W. Hanshaw, a detective story which is now running in the "movies." The Williamson's new romance, "It Happened in Egypt," is attracting a great deal of attention and George Ade's new contribution of fables, entitled "Ade's Fables," will be found just as amusing as his previous collections. In non-fiction, "The Carpenter and the Rich Man," by Bouck White, and Prof. Münsterberg's "Psychology and Social Sanity," are both timely and interesting works, while "The Mexican People: Their Struggle for Freedom," by L. Gutierrez de Lara and Edgcumb Pinchon gives a view of the Mexican situation never before presented. Señor De Lara is one of the revolutionary leaders. Two new popular-priced series are being started. In *The Drama League Series of Plays*, "Kindling" and "A Thousand Years Ago" have just been issued. It is planned to put the best modern plays, American and foreign in this series. The *Thresholds of Science Series* is designed to put authoritative books on the sciences into popular form for the layman who understands nothing about them. Two volumes have been issued "Zoology" and "Botany" and these will be followed by "Chemistry," "Mechanics" and "Mathematics." Of great interest to the business man is "The Job, the Man, the Boss," by Dr. Katherine M. H. Blackford and Arthur W. Newcomb which shows the cost of changing help in a business and puts the art of hiring and firing on a scientific basis. "The Americans," by Hugo Münsterberg and "Forest Neighbors," by William Davenport Hulbert are reissued in popular editions.

Travelers: Daniel W. Nye will cover Chicago and Boston and will continue in charge of the Sales Department. H. C. Kinsey takes charge of the New York trade as well as the cities of Philadelphia, Pittsburgh, Baltimore and Washington. Harold B. Earle will continue to cover the Coast and the Middle-West; Walter V. McKee, the South and George V. Seiffert, the smaller towns.

DUFFIELD & Co.

Travelers: Samuel McLean Loweree, F. J. Sloane, Laurens Maynard.

E. P. DUTTON & COMPANY are best known among the trade as the agents for the famous Ernest Nister line of calendars, cards and illustrated books, as representatives of J. M. Dent & Sons, Ltd., in America, as publishers of *Everyman's Library*, *Temple Shakespeare*, *Temple Classics*, and *Temple Primers*, etc., and as American representatives of George Routledge & Sons, Ltd. By the recent purchase of the Thompson Brown Company, they have established a nucleus for an Edu-



ADAM WILLIAM BURGER

Representing Harper and Brothers.

ADAM BURGER, was born in the great Metropolis, and is a typical New Yorker. He began business life as a boy at Harper's in 1901, and joined the travelling staff in 1910. He covers the entire South, some of the Middle West, Pennsylvania and New York. "Edam," who has caught much of the genial spirit of his senior associate "Doc" Price, is one of the most popular "juniors" on the road, and has a host of friends. His enthusiasm for the house of Harper's is of such a quality that he is, even now, hopefully training his "little Gerald," who may also join the Franklin Square staff some day.

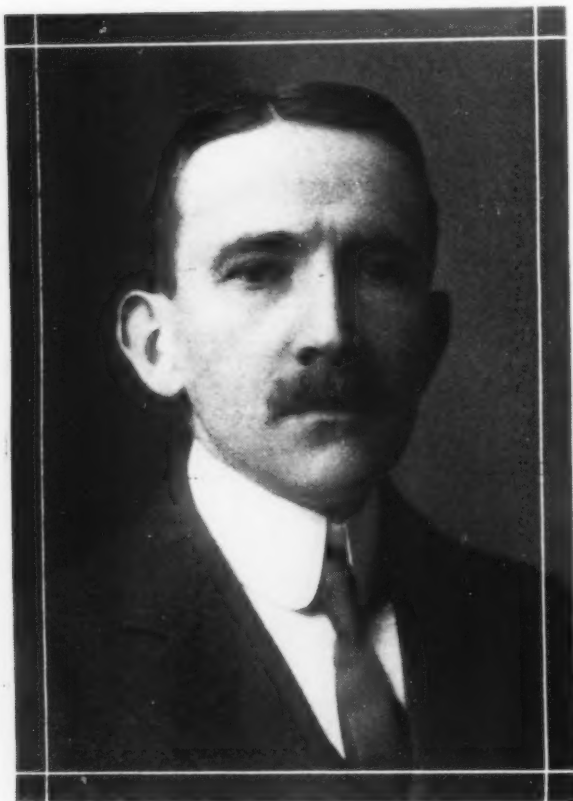
cational Department, including such successful textbooks as the Nichols' *Arithmetics*, *Metcalf-Call Readers*, *Elson & MacMullan Histories*, etc., and they are adding a large number of supplementary readers to the list of technical texts.

Travelers: Le Baron D. Scribner; Edgar W. Porter; Mortimer Douglass; H. W. Harris; W. C. Becker; D. W. Brintnall (New England territory); H. C. Foster and W. H. Foster (Middle West); Edward J. Chess (Pacific Coast).

DANA ESTES AND COMPANY.

Travelers: A. D. MacMullen, James F. Weston and Adolph Davidson (United States and Canada); John I. Lothian (Australia and New Zealand).

THE H. K. FLY COMPANY announce "The Five Frankforters," by Carl Roessler, translated from the German and prefaced with an article on the Jews of Frankfort, by Jacob Fuchs; "The Master Mind," by Marvin Dana, author of the novel "Within the Law," "Stop



JAMES R. HOUSTON

Representing A. J. Holman Company.

JAMES R. HOUSTON ought to know the Bible business from A to Z, for he has been in it for more than twenty years. He was with Thomas Nelson & Sons from 1891 to 1904; then he joined the newly organized American agency of William Collins & Sons Company of Glasgow. On the passing of this venture he was engaged in other lines for a few years until 1910, when he accepted an opening with the Holman house and has since represented that concern successfully in the Middle West and the New England states.

Thief," by Carlyle Moore, a new book in the "Excuse Me" and "Officer 666" series; "A Rosary of Girls," a Valentine and Commencement gift book in the new rubber offset color process, with twelve full-page pictures by Stanlaws, Kimball and King, and verses by Byron, Tennyson, Longfellow, etc., in a unique gold box with a celluloid window through which the girl on the cover smiles out a welcome; and "Our Theaters: To-day and Yesterday," by Ruth Crosby Dimmick, a concise history of the theaters on Manhattan Island, profusely illustrated. For two novels, scheduled respectively for March and May publication, the publishers expect great things. They are not yet in a position to announce the titles of these books nor the authors' names. This house will also publish novels of the leading plays of the year.

Travelers: H. K. Fly and H. S. Drago.

FORBES & COMPANY announce for publication early in the year two books on health topics by Dr. E. F. Lowry, author of *The Standard Books on Sex Education*, "Teaching

Sex Hygiene in the Public Schools" and "The Home Nurse," a book on the family care of the sick. They will have two seasonal books in "Success with Hens," by Robert Joos, and "The Back-Yard Farmer," by J. Willard Bolte, who discusses everything pertaining to the garden and yard of the suburban and country home.

Traveler: Edwin S. Gray.

FUNK AND WAGNALLS COMPANY, have just launched the new edition of their "Standard Dictionary," the preparation of which took nearly five years of editorial work, with a sale before publication of 45,000 copies. "The Concise Standard Dictionary," an abridgment for school and other use in which 35,000 "words in common use" are dealt with is ready in a new edition. A third edition, revised and enlarged and entirely reset, of "The Immigration Problem," by Jeremiah W. Jenks and W. Jett Lauck, has been published. Other important works from this house include Frank Hamel's "Lady Hester Lucy Stanhope"; "Woman, Marriage and Motherhood," by Elizabeth S. Chesser; "The Club Woman's Handy Book," by Kate Louise Roberts, intended to meet the constant needs of club women for programs and act as a guide to books of reference; "Exercises for Women," by Florence Bolton; "Modern Cities—Progress in the World-wide Awakening for their Betterment," by Horatio M. Pollock and William S. Morgan; "The Revolt of Democracy," the last work of the late Alfred Russell Wallace, issued with a short biography of the author, including interesting letters; "Thoughts and Afterthoughts," by Sir Herbert Beerbohm Tree, a notable contribution to the history of the modern stage; and "The Church, the People and the Age," comprising more than one hundred articles on various problems, including that of securing better church attendance, edited by Robert Scott and George W. Gilmore. Other works of special note are "The Progress of Eugenics," by Dr. Saleeby; "Expectant Motherhood," by Dr. Ballantyne; "The Victoria Cross: Its Heroes and their Valor," by D. H. Parry; "Life and the Way Through," by F. B. Meyer, "Is there a Hell?" a symposium by leaders of religious thought; "The Country of the Ring and the Book," by Sir Frederick Treves, this work taking one into the fascinating domain of Browning's familiar love story; "The Rose Book," by H. H. Thomas; "Religion and Temperament," by J. G. Stevens; "Sketches from Nature," by John MacWhirter; and "Cassell's Natural History," by F. Martin Duncan. The well-known Cassell French-English, German-English and Latin-English dictionaries will in future be issued by Funk & Wagnalls Company, with a thumb index, as well as with plain edges.

Travelers: Laurens Maynard (Far West and Pacific coast); David J. O'Connell (New England, Eastern and Middle Western States to Colorado).

THE GRAHAM AND MATLACK line has been increased to embrace many new items during the past two years. Numerous new lithographic plates have been made of very popular

subjects not heretofore available in toy book lines. This firm reports gratifying progress in the toy book and juvenile book field. An extensive new line of plates for painting books to be made in cut-out shapes and regular forms will no doubt prove interesting to the trade.

Travelers: L. R. Matlack; J. F. Callahan; Fred W. Owen; Harry J. Sternberg; Charles E. Graham.

THE GRIFFITH & ROWLAND PRESS have just published "Brothering the Boy," by W. Edward Rafferty, who shows that social service must in the end be personal service, and appeals for persons, not proxy. In "Jesus Christ's Men—A Progress," Caroline Atwater Mason has dramatized the story of the beginnings of American Baptist missionary work abroad and at home. H. E. Tralle, author of "Sunday School Experience," has written Teacher Training Essentials, a first standard teacher-training course in the Keystone Manual. In "Stewardship Among Baptists," A. L. Vail, D.D. attempts to formulate the law of Christian giving.

Travelers: American Baptist Publication Society is represented by their agents in Philadelphia, Boston, Chicago, St. Louis and Toronto; also by the Baker & Taylor Company and George W. Jacobs & Company.

GROSSET & DUNLAP, after the biggest year in the history of their business, have started 1914 with every promise of breaking another record. Their first 1914 publication, "Within the Law," issued on January 20th, has been remarkably successful, largely because of the fact that nine companies of the play are now touring the country. Other theatrical books issued this year are: "What Happened to Mary," "The Conspiracy," "The Return of Peter Grimm," "The First Lady in the Land," and "The Boss." Zane Grey's "Riders of the Purple Sage" heads the February 1st list, and "Queed," by Henry Sydnor Harrison, author of "V. V.'s Eyes," is the leader for February 15th. Coming to the juveniles, the Boy Scout Edition of *Every Boy's Library* is growing in popularity every day. These books, which are the only ones officially endorsed by The Boy Scouts of America, are receiving the approval and endorsement of libraries and schools throughout the country. *Every Boy's Library* must not be confused with the numerous "Boy Scout" books being offered. A few more titles, now being considered by the Library Commission of The Boy Scouts of America, will be added to the list later in the year. Announcement of these will be made to the trade as early as possible. A few new series are to be added to the *Young Peoples Series* and the *Popular Copy-right Juveniles*. New individual titles will be added to the *Tom Swift Series*, the *Rover Boy Series*, the *Moving Picture Boys* and the *Outdoor Chums Series*. It is expected that these new titles will be ready for delivery in May. They will be definitely announced in the latter part of March or early in April.

Travelers: John H. May (Auxiliary traveler, and house salesman); Edward C. Ketcham (Chicago, Philadelphia, Pittsburgh, St. Louis,

and the larger cities of the Middle West); Samuel A. Jenkins (New York City, Boston, Portland, Providence, Washington and Baltimore); Edward P. Dunlap, (Larger cities of Michigan, Illinois, Wisconsin, Iowa, Nebraska, Kansas and Colorado); Philip Grosset (Larger cities of New England, New York, Pennsylvania, Ohio and Indiana); Harry Britton, (The South from Texas, East, including the Atlantic Coast cities); Desmond FitzGerald (Arizona and the Pacific Coast); Garnet Grosset (Smaller cities in New England, New York, Pennsylvania, West Virginia and Maryland); Louis Kronig (New York City, New Jersey, Connecticut, and the adjacent trade); Frank R. Bellamy (The Northwest from Michigan to Idaho, and the smaller cities in Ohio, Illinois, Indiana and Iowa); D. W. Baily (Kentucky, Tennessee, Arkansas, and the smaller cities in the Central South); McLeod & Allen (Toronto, Canadian Agents); George Robertson & Co. (Melbourne, Australian Agents); Philippine Education Pub. Co. (Manila, Agents for the Philippines).

HARPER & BROTHERS show, in their spring fiction list, the names of many writers already known, and a few just coming into note. Irving Bacheller continues his anti-"society" crusade with "The Marryers," a laughable picture of foreign noblemen and American heiresses—and the foibles of both. Arnold Bennett's "The Price of Love"—a Five-Town tale—starts in *medias res* with a mystery—an extraordinary situation in which all the principal characters are involved. Theodore Dreiser gives in "The Titan," a strong portrait of a genius of finance. The Harper list is remarkable for the diversity of its fiction. The following novels are as different from each other as from those already mentioned: "The Forester's Daughter," an idyllic story of the new West, by Hamlin Garland; "The Masks of Love," a story of theatrical life with a conventionally brought-up heroine; "Under Handicap," the romance of the reclamation of a western desert, by Jackson Gregory; "The Light of Western Stars," Jane Grey's story of cowboys and guerrillas; "The White Sapphire," a mystery story by Lee Foster Hartman; "Coming Back with the Spitball"—baseball from within—by James Hopper; "What Will People Say?" a novel of tango-mad New York's smart set, by Rupert Hughes; "Our Mr. Wrenn," by Sinclair Lewis, the story of a mild-mannered little clerk; "The Lights Are Bright," a story of the middle West, by Louise Kennedy Mabie; "Storm," a romance of Cape Cod, by Wilbur Daniel Steele and "Bluebeard, a Musical Fantasy," a humorous parody, by Kate Douglas Wiggin. But a few of Harper's miscellaneous books can here be mentioned. They include "More Strange than True," by William Dean Howells, the story of a meeting with Shakespeare, full of wise fun; "Educating the Child at Home," by Ella Frances Lynch; "Social Forces in England and America," being a series of unrestrained remarks upon contemporary matters, by H. G. Wells; "Religion and Life," by Dr. Elwood Worcester; "The Idol Breaker," a play by Charles



HUGH S. ELLIOTT

Representing Houghton Mifflin Company.

HUGH S. ELLIOTT was born "at an early age" in a little village in southern Ohio. He entered the book store of T. C. O'Kane at Delaware, Ohio, in 1882. In 1886 he accepted a position with the Burrows Brothers Company, of Cleveland, the famous "schooling" house of bookselling. In 1894 he received a flattering offer to go to Chicago as manager of Chicago Depository of the Presbyterian Board, which he accepted, and his work there was of a high order. Resigning in 1903, he organized the Winona Publishing Company, from which firm he retired in 1905 to accept his present position with Houghton Mifflin Company. He is one of the original "net fiction" advocates, and has "fought, bled and lived" to see it firmly established.

Rann Kennedy and "Harper's Book for Young Gardeners." The Harper list is strong in books on household economics, including handbooks of entertaining, cookery, "good form," etc.

Travelers: George V. Price (all the large cities of the country as far West as St. Louis); H. V. Patterson (the Pacific coast, some of the Middle West and New England); Adam Burger (the South, Middle West and some cities in Pennsylvania and New York State).

THE A. J. HOLMAN COMPANY have among their many Bibles an India paper family Bible, large pica type and pronouncing text. The book is practically the same size as an India paper volume of the Encyclopedia Britannica, and, the publishers claim, is printed on the most opaque India paper ever made. The many people, especially old folks, who prefer to have the family Bible with the family record, but have refrained from getting one of the old-style books because of its excessive size and weight, will find this book a

treasure. The latest Sunday school teachers' Bibles show a marked improvement over all previous editions. The helps have been revised and contain, in addition to the illustrated dictionary, concordance, four thousand questions and answers, etc., the treasury of Biblical information by the Rev. F. N. Peloubet, D. D., author of "Select Notes on the International Lessons," etc. All that the skill of long experience can devise has been applied to this particular feature of the Holman Helps to make them unsurpassed in value.

Travelers: A. J. Hilt, J. R. Houston.

HENRY HOLT & COMPANY's preliminary spring announcement lists less than a score of new books—the limited number bearing out their motto, which may be translated "not many but much." Perhaps the most striking feature is their new quarterly, *The Unpopular Review*, which they expect will be unpopular because its editor will combat popular and widespread pleasant fallacies. It's not proving too unpopular, however, since two editions of the first number have been called for. Three well-liked novelists supply the Holt's Spring fiction so far arranged for. William De Morgan breaks his over two years' silence with "When Ghost Meets Ghost," which, while not as ghostly as it sounds, shows the charms which made the author's "Joseph Vance" famous, including his "leisureliness." Inez Haynes Gillmore, whose Phoebe and Ernest stories of American youth have been widely read, contributes distinctly different fiction in her tale of love, adventure and aspiration, "Angel Island," in which the supernatural is treated in a way that is "almost human." This novel in its book form appears complete for the first time. Eugene Manlove Rhodes, a real cowboy whose Jeff Bransford, also a cowboy who was as expert with a typewriter as with a "gun," was introduced as the hero of "Good Men and True" over three years ago, tells of Jeff as a lover, though with his finger still on the trigger, in "Bransford in Arcadia," based on and enlarged from his novelette, "The Little Eohippus," which ran in the *Saturday Evening Post*. In Drama there will be three books. "Studies in Stagecraft," by Clayton Hamilton, whose "Theory of the Theatre" has already reached its fourth printing is wide in range even including the "Movies" and The Drama League. A book for play lovers and writers that will possibly be the first of its kind, Barrett H. Clarke's "The Continental Drama of To-day: Outlines for its Study," treats of some of the best plays of Ibsen, Björnson, Strindberg, Tolstoy, Gorky, Tchekoff, Andrejeff, Hauptmann, Sudermann, Wedekind, Schnitzler, Von Hoffmannsthal, Becque, Maeterlinck, Rostand, Brieux, Hervieu, Giascosa, D'Annunzio, Echegaray, and Galdos. Only half a dozen pages or less are devoted to each play. George Middleton, already favorably known for his volumes of one-act plays, "Embers" and "Tradition," contributes his first published full-length play, "Nowadays," a comedy of American family life, as affected by women's larger aspirations. The Holts

expect to very shortly announce translations of several notable continental dramas. L. W. Crippen's "Clay and Fire" is based on the present tendency to let material things crowd out the spiritual. The author was special correspondent for *The London Times* at the Messina earthquake. In science the Holt announcements include: The late Lord Avebury's new and much enlarged edition, prepared by himself, of his standard "Prehistoric Times," with nearly 300 illustrations, 67 of which appear for the first time in this new edition; Professor J. Arthur Thomson's "The Wonder of Life," dealing with such subjects as Power of Life, Haunts of Life, Insurgence of Living Creatures, Marvels of Instinctive Behavior, The Progress of Life, etc., etc., and "Courtship of Animals" from ants to apes, by Professor W. P. Pycraft, author of "Infancy of Animals." A notable travel book, "A Wanderer's Trail," by A. Loton Ridger, a new author, tells the story of his six years' experience earning his way around The Horn, in both Americas, Japan, China, Manchuria, South Africa, India, Burma, etc. One of the little books of *The Home University Library*, G. H. Mair's "English Literature," made such a "hit" that the author is now writing an able-bodied book on the subject from Chaucer to the present day. In the Library itself, which now numbers 77 volumes, the issues for 1914 include: Gilbert Murray's "Euripides," Sir John Murray's "The Ocean," Wm. R. Shepherd's "Latin America," Professor Pigou's "Unemployment" and Aneurin Williams' timely "Co-Partnership and Profit Sharing."

Travelers: Alfred Harcourt and August H. Gehrs (east of the Mississippi); Desmond Fitzgerald (west of the Mississippi and on the Pacific coast).

HOUGHTON MIFFLIN COMPANY announce that on April 1st their entire list of publications will be made net in accordance with the wishes of the booksellers. They have opened the spring season with the publication of "The After House," a mystery story by Mary Roberts Rinehart, and "Old Valentines," an appealing love story by Munson Havens. On March 14th will come "Overland Red," the story of a tramp, poet, cowboy and philosopher. An extensive advertising campaign has been planned for this picturesque "David Harum" of the plains. The author's name will not be announced until July 1st. In the latter part of April, Mrs. Mary Heaton Vorse's first full size novel, "The Heart's Country," a love story of delicacy and charm, will be published. There will also be new novels by William J. Hopkins, Elia W. Peattie, Arthur Stanwood Pier, Henry A. Shute, Baroness Bertha von Suttner and Eliza Orne White. The list of miscellaneous books is unusually interesting, including "Annals and Memoirs of the Court of Peking," by J. O. P. Bland and Edmund Backhouse; "Letters of a Woman Homesteader," genuine letters by Elinore Pruitt Stewart, which is regarded as the great literary discovery of the past year; "Stories and Poems and Other Uncollected Writings," by Bret Harte, a sumptuous edition of the book

collector; "A Child of the Orient," by Deme-tra Vaka, an autobiographical companion volume to "Haremlik"; "Our Friend John Burroughs," by his secretary, Dr. Clara Barrus. These are but a selection from a well rounded list.

Travelers: Frank Bruce (New York and Philadelphia); H. S. Elliott (Middle West and Pacific Coast); W. D. Love (East, South and Canada); H. W. Wise (New England and Middle West); W. B. Pratt (Boston).

B. W. HUEBSCH will publish this spring "American Aspirations," by Charles Fleischer, a series of highly condensed chapters, the fruit of the author's work as leader of the Boston Sunday Common; Volumes III and IV of Hauptmann's "Dramatic Works," these containing some of the most successful plays by the great German author; a significant volume by John Spargo "Socialism and Motherhood"; "Florian Mayr," the translation of a novel of which more than 200,000 copies have been sold in Germany, by Ernst von Wolzogen; "Dreams: An explanation of the Mechanism of Dreaming," a stimulating essay on an ever popular subject, by the great French philosopher Henri Bergson; "The Small Family System: Is it Injurious or Immoral?" by C. V. Drysdale, a simple discussion based on official statistics relating to the birthrate with particular reference to the deliberate limitation of families, a subject of which Bernard Shaw said: "It is the most revolutionary discovery of the Nineteenth Century"; "Atta Troll," the greatest satirical poem by Heine, in adequate and sympathetic translation by Herman Scheffauer, with an introduction by Dr. Oscar Levy, well known as editor and translator of Nietzsche's works, and with attractive illustrations by Willy Pogany; "Reflections on Violence," by Georges Sorel, translated by T. E. Hulme, an outcome of the industrial agitation and "Our Dishonest Constitution: The Way Out," by Allan L. Benson, author of "The Truth about Socialism." The author seeks to show that the noble patriots who bestowed our Constitution upon us were quite as human as the noble patriots of the present day who buy franchises, give rebates, and control judges. In demonstrating this he asserts that our Constitution is undemocratic and has always been a misfit. The sub-title indicates that he believes the situation is not hopeless.

Travelers: Frederick Hope, Laurens Maynard, Frederick W. Owen.

HURST & COMPANY are making many new lines of low-priced board juvenile books; their boys' and girls' copyrighted books have new titles added to each of the series now well established, and their popular copyrighted fiction also has new titles. They are also making several new lines of books which should take with the trade, including more lines of low-priced Board Books. Fuller announcements will be made later.

Travelers: L. M. Levy; C. A. Conner; H. W. Sampson; Platt & Peck (on the Pacific coast and the Middle West); McLeod & Allen (in Canada).



ERNST RICHERS

Representing the John Lane Company.

ERNST RICHERS was born in Hamburg, Germany, and did not come to this country until he was twenty-two. He was connected for several years with various prominent commission houses in the financial district of New York, but having an ambition to enter the publishing field, he accepted a position with the John Lane Company in 1909, starting practically at the bottom and gradually working his way up. His territory now is Philadelphia and the large cities of the Middle West; and he is making his first trip to the Pacific Coast this spring.

GEORGE W. JACOBS & COMPANY announce for spring a novel, "Peter Piper," by G. Edgerton Jones, a new writer, which gives promise of a large sale; "Recollections and Reflections of a Japanese Artist," by Yoshio Markino, continuing the charming confessions in the author's previous book, "A Japanese Artist in London"; "More about Collecting," by James Yoxall, and "Daniel Webster," by Frederic A. Ogg, Ph.D. For the fall several good things are promised, including "The Golden Woman," by Ridgwell Cullum; "A Comrade of Navarre," by Harriet Malone Hobson, the versatile author of "Jinks Inside," who has here turned her hand to historical settings, and Mrs. Rorer's "Invalid Cookery." Several important juveniles are announced. "Historic Heroes of Chivalry," by Rupert S. Holland; "Brave Deeds of the Soldiers of 1812," by Robert B. Duncan; and "The Polly Page Camping Club," by Izola Forrester. The new volume in the *Washington Square Classics* will be "The Swiss Family Robinson." Dr. George W. Orton, successor to Mike Murphy of the

University of Pennsylvania, and successful conductor of boys' camps, has agreed to write for this house a series of stories based on his actual experience in boys' camps. "A Knight of the Cross," by Lawrence B. Saint, will be a modern Pilgrim's Progress, and "The Cotton-tail Twins," by L. J. Bridgman, will be uniform with "Fraid Cat."

Travelers: George W. Jacobs (Boston and Providence); D. L. Macrae (large towns East, West and Pacific Coast); Theodore F. Pike (South, Middle West, Pennsylvania, New York State and New England).

JORDAN & COMPANY, of Chicago, make a specialty of gift books for every occasion. Among their publications are: "The Guest Book," with places to record all social events; "The Bride's Book of Gifts," with pages illustrated in a conventional floral design; "The Bride's Book of Happy Memories," and "Baby Record" books. All these come in popular and fine editions, in a great variety of bindings, and are elaborately decorated.

Travelers: The traveling men are starting early to visit the principal cities as usual, Russell L. Furlong leaving for a trip through the central states.

MITCHELL KENNERLEY'S announcements for 1914 include: "Speculative Dialogues," a series of dialogues between such personified abstracts as Famine and Pestilence, Philosophy and an Angel, by Lascelles Abercrombie; "The Fair Haven," by Samuel Butler, with an introduction by R. A. Streatfield; "The Humour of Homer and Other Essays," by Samuel Butler, with a sketch of the life of Butler, by Henry Festing Jones, these two volumes bringing to a close the edition of Butler's mature works; "Interpretations and Forecasts," by Victor V. Branford; "John Addington Symonds," A Biography, by Van Wyck Brooks; "The New Movement in the Theatre," by Sheldon Cheney; "The Knighting of the Twins," and ten other tales, by Clyde Fitch; "Forum Stories," containing from fifteen to eighteen of the most interesting stories that have appeared in *The Forum*; "The Gypsy Trail," a selection of poetry and prose from all the best known authors; selected and arranged by Pauline Goldmark and Mary Hopkins; "My Lady's Book," a volume of new poems, by Gerald Gould; "The Enemy of Woman," a woman suffrage novel, by Winifred Graham; "Great Days," a novel of Napoleon's time, by Frank Harris; "Joseph Pulitzer," a biography by Alleyne Ireland; "Rudyard Kipling," a critical study by Holbrook Jackson; "Nothing Else Matters," by William Samuel Johnson; "Drift and Mastery," by Walter Lippmann; "Songs of the Dead End," a volume of poetry by Patrick MacGill; "When Love Flies Out of the Window," a novel by Leonard Merrick; "Life's Lure," a novel by John G. Neihardt; an interesting story of Mining Life and Adventure; "How to Make a Catalogue of Rare Books," by Temple Scott, an acknowledged expert in all matters relating to bibliography, and *The Modern Drama Series*, edited by Edwin Björkman, in which the new volumes will be, "The Widowing of Mrs. Holroyd,"

by D. H. Lawrence; "The Life of Man": Savva. Two plays translated from the Russian of Leonid Andreyev, by Thomas Seltzer, and five plays by Lord Dunsany.

Travelers: F. J. Sloane (Eastern States); W. S. Siegel (Middle West); Laurens Maynard (Pacific Coast and Canada).

LAIRD & LEE report that the de luxe edition on Bible-paper of Laird & Lee's Webster's New Standard Dictionary is well received by the trade everywhere. "This entire series, as well as the handy Foreign Language Dictionaries, is steadily increasing in popularity. A revival of "The Jucklins" (play) has necessitated a new, popular-priced cloth edition of this famous story. A prominent film concern is to put "A Kentucky Colonel" on in the "Movies," with Opie Read as The Colonel. All the Laird & Lee line of mechanical books are to be thoroughly revised by competent technical writers.

Travelers: E. J. Goldbery, A. L. Bonney, Ben Spero, Andrew Hamming, T. J. Flynn, C. F. McConnon, A. P. Goddard.

THE JOHN LANE COMPANY has in hand for the coming season an attractive list of titles. Houston Stewart Chamberlain, author of "The Foundations of the Nineteenth Century," published two years ago, has written "Immanuel Kant: A Study and Comparison with Goethe, Leonardo da Vinci, Plato and Descartes." "The Keats Letters, Papers and Other Relics," a collection comprising a number of most important and interesting letters written by and to the poet from the time of the publication of his first volume of poems in 1817, to October, 1820, contains a foreword by Theodore Watts-Dunton, and 63 plates in colortype upon a special handmade paper designed to match old letter paper. "Behind the Veil at the Russian Court," by Count Paul Vassili, makes some startling revelations—a series of glimpses of the inner lives of nearly 250 personages of governmental and social activities of the Russian Empire during the last sixty years. Among the Art and Home Decoration books are "The Works of John Hoppner, R.A.," by William McKay and W. Roberts, with 50 photogravure plates; the winter number of the *International Studio*, entitled "The Great Painter-Etchers from Rembrandt to Whistler," and "The Studio Year Book of Decorative Art for 1914"; "Inside the House that Jack Built," by George Leland Hunter, giving in story form excellent instructions on the furnishing of the home, and a companion volume to "What Pictures to See in Europe in One Summer," by Mrs. L. M. Bryant, entitled, "What Sculpture to See in Europe"; Mary Averill's "Japanese Flower Arrangement" has gone into a second edition; "The New Optimism," by H. De Vere Stacpoole is an exposition of the evolution of the solar universe, incidentally of life, and finally of man. The numerous disciples of Vernon Lee will be pleased to know of a new book of essays from her pen, "The Tower of the Mirrors," containing 35 chapters devoted for the most part to the Genius of Places. The principal volumes of poems from this house

are those of François Villon, "The Knave of Hearts," by Arthur Symons, a collection of lyrics and sonnets, comprising his exquisite translations from Chenier, Verlaine, and Catullus; "Auguries," by Laurence Binyon; "The Collected Poems of Margaret L. Woods"; "Bread and Circuses," by Helen Parry Eden; "Celtic Memories," by Norreys Jephson O'Connor, a new writer to the Celtic revival, and "The Lonely Dancer," by Richard Le Gallienne. Heading the list of fiction is William J. Locke's latest novel, "The Fortunate Youth," the story of a little ragamuffin slum boy to whom is vouchsafed a Vision Splendid and who thereafter, possessed with the idea that the future holds for him a glorious destiny, presses forward undauntedly to the fulfilment of his desires. Anne Warwick, author of "The Unknown Woman," takes for the heroine of her new novel, "Victory Law," a beautiful young actress. Gilbert K. Chesterton's "The Flying Inn," though just published, has already won much praise from the critics who pronounce it "Mr. Chesterton at his amazing best." "Fool of April," by Justin Huntly McCarthy; "The Home of the Seven Devils," by Horace W. C. Newte; "Red Wrath," by John Oxenham; "Garden Oats," by Alice Herbert; "Simple Simon," by A. Neil Lyons, are other important titles among many in the Lane list.

Travelers: Charles G. Giffin (New York, Boston, New England, and New York State); Ernst Richers (Philadelphia, Baltimore, Washington, Pittsburgh, Chicago, the Middle West, and the Pacific Coast).

J. B. LIPPINCOTT COMPANY's January publications include two novels, "The Red Emerald," by John Reed Scott, a romance of to-day with scenes laid in Washington and Virginia, and "The Best Man," by Grace Livingston Hill Lutz, whose wholesome novels have been endorsed and recommended by the Christian Endeavor World, Sunday School leagues, ministers, etc. George Lincoln Walton, M.D., whose "Why Worry" has been a popular seller, has prepared a pocket-size handbook, "The Flower Finder," a limp leather-bound compendium of wild flowers. Gifford Pinchot's "The Training of a Forester," is a practical book for the young man who wishes to take up forestry as a profession. "The Lost Vocal Art," by W. Warren Shaw, which comes endorsed by such artistes as Gadske, Fremstad, Ruffo and others, is a practical book for singers and will no doubt create a wide discussion on account of its advocacy of the psychological method in teaching. "Productive Horse Husbandry," by Carl W. Gay, D.V.M., of the University of Pennsylvania, is the third volume to be issued in the *Lippincott's Farm Manuals*, the previous volumes being "Productive Poultry Husbandry" and "Productive Swine Husbandry." "Practical Cinematography," by F. A. Talbot is designed for young photographers who wish to learn how to take motion pictures. Lippincott's other fiction include a new detective story by Carolyn Wells, "Anybody but Anne," in which the "great American detective," Fleming Stone, again figures, and a new Western story by



FRANK JONES

Representing Little, Brown & Company.

FRANK JONES who represents Little, Brown & Company in the South, Southwest and the middle states, is a native of Oxford, England, but came to this country in his youth. After leaving school he entered the employ of Little, Brown & Company as stock clerk, thus becoming thoroughly familiar with this firm's varied list of publications before he was sent out to visit the trade. At one time he travelled Canada from coast to coast, but three years ago he was promoted to his present territory, where he has innumerable friends.

Caroline Lockhart, "The Full of the Moon." "In Full Swing" is the striking title of the Frank Danby novel, which will be ready about March. It will be followed by Maurice Hewlett's new work, the title of which has not yet been decided upon. Three important books on banking and business are: "The Operation of the New Bank Act," by Profs. Conway and Patterson, of the University of Pennsylvania; "The Careful Investor," by Prof. Edward S. Meade, and "The Cause of Business Depression," by Hugo Bilgram, scientific yet popular study of the reasons for the periodical recurrence of hard times. New travel books include "Unknown Mongolia," by Douglas Carruthers, in two volumes, "In Far New Guinea," by Henry Newton, "The Ways of the South Sea Savages," by Robert W. Williamson, "Through Jubaland to the Lorian Swamp," by R. W. Dracopoli, and "Among the Primitive Bakango," by John R. Weeks. The new volume in the *Practical Books of Household Art Series*, "The Practical Book of Garden Architecture," by P. W. Humphreys, contains 120 illustrations of all

sorts of house surroundings. Among Lippincott's miscellaneous books are the following: "The Meaning of Art," by Paul Gaultier, "The Evolution of Architectural Ornament," by C. A. T. Middleton; "All About Postage Stamps," by F. J. Melville; "Dairy Laboratory Manual and Note Book," by Prof. E. L. Anthony; "The Sugars and Their Derivatives," by J. E. Mackenzie; "Ten Sex Talks For Girls (14 Years and Older)"; and "Ten Sex Talks For Boys (14 Years and Older)"; two books by Dr. Irving David Steinhardt, which, being written from a medical standpoint, are different from the ordinary books on sex, "Experimental Domestic Science," by R. Henry James; a complete practical course for home study; "Health Through Diet," by Kenneth G. Haig, a practical guide to the uric-acid-free diet, and "The Princess and Curdie," by George MacDonald, simplified for very young children by Elizabeth Lewis, with beautiful illustrations in color by Maria L. Kirk.

Travelers: Horace S. Ridings (East and large cities of the Middle West); Thomas H. Clagett (Southwest, Canada, and Pacific Coast); Herbert M. Gaskill (South and Middle West).

LITTLE, BROWN & COMPANY opened their 1914 publishing season promptly on the first Saturday of the New Year by issuing three books of fiction "A People's Man," by E. Phillips Oppenheim, who easily maintains his hold with American readers; "Idonia: A Romance of Old London," by Arthur F. Wallis, a new English author whose first book has already attained a third printing, and "From the Angle of Seventeen," by Eden Phillpotts, now in its second printing. On February 14th this house published its "best seller" of the season in "Sunshine Jane," a joyous story by Anne Warner (the late Anne Warner French) best known as the author of "The Rejuvenation of Aunt Mary" and the Susan Clegg Stories. On the same date was published "The Substance of His House," the first novel by an American actress, Ruth Holt Boucicault; "Success at Golf," by Harry Vardon, Francis Ouimet and other experts, together with two new Bedtime Story-Books by Thornton W. Burgess, "The Adventures of Peter Cottontail" and "The Adventures of Billy Possum." On April 4th there will appear a new novel from the pen of Sidney McCall, author of "Truth Dexter," bearing the title "Ariadne of Allan Water," a unique romance by Rowland Thomas, author of "Fatima" called "Felicidad," a vivid story of the great Northwest by Bertrand W. Sinclair; "North of Fifty-Three," a book of impressions by Mary E. Waller, author of "The Wood-carver of Lympos," entitled "From an Island Outpost"; together with "Adventurings in the Psychical," by H. Addington Bruce.

Travelers: Joseph F. Green (large Eastern cities); Andrew D. Pierce (Pacific Coast, Northwest and New England); Frank Jones (South and Middle West).

LONGMANS, GREEN & COMPANY have just published "The Wanderer's Necklace," a

story by Sir Rider Haggard, different from anything yet written by that author. It concerns Olaf, the Northman, who lived in the ninth century, but who is revealed in the present day through a psychist. Recent Longmans publications include "St. Paul and Christianity," by Arthur C. Headlam; "Vices in Virtues and Other Vagaries," by the author of "The Life of a Prig"; "Problems of Empire," by Viscount Hythe; "Nationality and Home Rule," by Arthur J. Balfour and "Modern Seismology," by G. W. Walker.

Travelers: Edward J. Vass (East and Middle West); Laurens Maynard (Far West).

LOTHROP, LEE & SHEPARD COMPANY are looking forward to a busy year. Their most prominent spring book will this year be "The Boy Electrician," by A. P. Morgan. This was announced for last year, but is a work of such magnitude that the author could not complete it in time. It is vastly more than a juvenile, being valuable for any one. A native of the Holy Land, later an athlete at Haverford College, Mousa J. Kaleel, adds "When I Was a Boy in Palestine," to the *Children of Other Lands Series*, and Edna A. Brown, whose previous books have received the immediate approval of the A. L. A., will have "When Max Came" ready for April 1st publication. At the same time will appear "The Red House Children's Vacation," a third volume of the popular series by Amanda M. Douglas. Another important spring book will be "John and Betty's Irish History Visit," by Margaret Williamson, the originator of the "History Visit" idea. In the fall will come the "Book of Athletics," by more than twenty college champions and edited by Paul Withington of Harvard, noted in football, rowing, wrestling, and swimming. Dr. Rolt-Wheeler will add "The Boy with the U. S. Explorers" to his *U. S. Service Series*, and Edward Stratemeyer will contribute "Dave Porter in the Gold Fields." The *Brick House Books*, by Nina Rhoades, which will be increased by "Making Mary Lizzie Happy," and the *Dorothy Dainty Series*, by Amy Brooks, continued by "Dorothy Dainty's Visit." "The Bailey Twins," by Anna C. Chamberlain, is a book for all ages. Classed as fiction will be "The Reformation of Jimmy," a book of good sense and humor, by Henriette Eugénie Delamare. Other important announcements of books for adult readers will doubtless be made later by this house. Their prominent individual spring novelty is a popular edition of "Dave Porter at Oak Hall," first volume of the widely known series by Stratemeyer. This will be entirely independent of the regular edition, and will be the only volume of the series offered in this style. They will also feature at once the *Margaret Sidney Popular Library*, twelve good stories by the creator of the immortal "Pepper" family. These books, always commanding high prices, will be put out in attractive low-priced form. The *Kathie Books*, six volumes, by Amanda M. Douglas, will also be published at a popular price.

Travelers: John E. Lander (New York City and East); L. W. Adams (Chicago and

West); William G. Marple (South and Middle West).

MCBRIDE, NAST & COMPANY's spring list includes many important volumes in the departments of travel, gardening and building books—the special fields occupied by their magazines—and also several fiction titles. The following novels are among those scheduled for publication this spring: "The Blue Buckle," a story of baffling mystery, by William Hamilton Osborne, whose first book, "The Red Mouse," was one of the popular books in the year of its publication; the Fact Romance, "Lord London," by Keble Howard which follows the amazing career of Alfred Harmsworth, Lord Northcliffe; "The White Gate," by Warwick Deeping and "The Ashes of Vengeance," by H. B. Somerville. Important works in non-fiction include: "Panama," by Philippe Bunau-Varilla, the greatest living authority on Panama; "How France Is Governed," by Raymond Poincare, President of the French Republic; "Modern City Planning and Maintenance," by Frank Koester; "The Political Shame of Mexico," by Edward I. Bell; "The Efficient Kitchen," by Georgie Boynton Child; and "The Craft of Hand-Made Rugs," by Amy Mali Hicks. Among the biographies are "Cecil Rhodes," by Gordon Le Sueur; "The Autobiography of Charlotte Amelia," by Mrs. Aubrey Le Blond; "A Court Painter and His Circle—Francis Boucher," by Mrs. Bearne; "The Fairies Here and Now," by S. R. Littlewood; and "The Art of Nijinsky," by Geoffrey Whitworth. Among the interesting travel volumes are "Quiet Roads and Sleepy Villages," by Allan Fea; "A Little Book of Killarney, and Southern Ireland," by Robert Medill; and three new volumes in the *Blue Books of Travel series*, "As It Is in England," by Albert B. Osborne; "London, an Intimate Picture," by Henry James Forman; and "Syria, The Land of Lebanon," by Lewis Gaston Leary. The new gardening books include "The Gardener's Pocket Manual," by F. F. Rockwell; "The Book of Perennials," by W. A. Vollmer; "Making a Garden of Small Fruits," by F. F. Rockwell. Among the building books are "Baroque Architecture," by Martin Shaw Briggs; "House Furnishing and Decoration," by Abbot McClure and H. D. Eberlein; "Making Fences, Walls and Hedges," by W. H. Butterfield; "Making Built-In Furniture," by Abbott McClure. "Irish Land and Irish Liberty," by Michael J. F. McCarthy; "Caravaning and Camping Out," by J. Harris Stone; "Training the Dog," by Robert S. Lemmon; "The Antarctic Penguins," by G. Murray Levick, R.N.; "Morocco the Bizarre," by George E. Holt and "Troubled Mexico," by Hamilton Fyfe, are other McBride, Nast announcements.

Travelers: Edwin William Hall; A. L. Bonney, J. R. Lewis.

A. C. MCCLURG & COMPANY's spring list contains about twenty carefully selected titles, five of which are novels. Of these the first to be issued will be "Fine Feathers," a novelization of the successful play of that name by Eugene Walter. This will be fol-

lowed early in March by a dashing story of the Irish brigade in France by Randall Parrish, "Shea, of the Irish Brigade." Marah Ellis Ryan returns to the field she knows so well with "The House of the Dawn," a tale of early Spanish days in Mexico. Kate and Virgil D. Boyles contribute "The Hoosier Volunteer"; "The Green Seal," by C. E. Walk is another one of that author's capital mystery yarns. In works other than fiction a number of good books will appear, among others "Kit Carson Days," by Edwin L. Sabin, an interesting book on the early West; "The Coming Hawaii," by Joseph King Goodwich in *The World To-day Series*, and "Indian Blankets and Their Makers," by George Wharton James. W. S. Sadler, who although a physician, tries to teach people how to avoid having recourse to his own profession, will issue a work on "Worry and Nervousness." Arthur Jerome Eddy has a timely and thoughtful work on the Cubist and Post Impressionistic movement. A popular work on art entitled "Two Great Art Epochs" is contributed by Emma Louise Parry and Arthur E. Bostwick, Librarian of the St. Louis Public Library discourses under the heading of "Earmarks of Literature" upon what makes good books good. Important titles will be added to *The National Social Science Series*, among them "Taxation," by C. B. Fillebrown; "Banking," by Wm. A. Scott and "Political Economy," by Frank L. McVey.

Travelers: For the Publishing Department, A. Wessels (Eastern States); C. B. McCarthy (Middle West); S. L. Willard (Pacific Coast).

DAVID MCKAY announces a strong line for the coming fall, which includes a new illustrated gift book, by Arthur I. Keller; two indestructible juveniles for little tots, one with verses by T. A. Daly; "The Busy Bo-peeps," by Chloe Preston, the well-known illustrator of the Peek-a-boo Books; three new volumes of the *Bob Steele Series*; the "American Boy's Workshop," which is being published in connection with the *American Boy's Magazine*; a new volume in the *Clif Stirling Series*; a new volume in the *Garden Series*; four colored juveniles with illustrations by Rie Cramer; four "Mother Goose Rhyme" Books, illustrated by H. Willebeek Le Mair; "Canning, Preserving and Pickling," by Marion Harris Neil, who has charge of the Cooking Department in the *Ladies' Home Journal*; "Who Was Who," by I. L. Gordon, a burlesque on "Who's Who," being a series of biographical sketches of those who were famous and those who wanted to be—from 5,000 B.C., to date; "A Book of Parties and Pastimes" and "A Book of Entertainments and Frolics for All Occasions," by Mary Dawson and Mrs. Telford; two new volumes in the *Popular Handbook Series*, "Twentieth Century Parlor Games" and "Games of Patience"; a volume on "Shorthand Self-Taught," adopted from Ben Pitman System, by James M. Lingle, official stenographer in the Pennsylvania House of Representatives, a "Vest Pocket Dutch Dictionary" and "Vest Pocket Diary." In addition to above

lines, special cover designs and colored wrappers have been made for a number of our well-known standards, including *Colored Classic Series*. This house will also have some special lines for the jobbing trade and department stores.

Travelers: Harry T. Harper, David McKay, Alexander McKay, James S. McKay.

THE MACAULAY COMPANY'S advance list of new publications contains the following titles: "The Family Cupboard," by Owen Davis, telling what happens in many homes when the wife devotes herself wholly to society, to the exclusion of her own husband; "At Bay," from the drama by George Scarborough; "Guardian Angels," by Marcel Prévost, a story of the double life led by the governesses of many young girls, showing the dangers of such companionships; "The Night of Temptation," by Victoria Cross, in which Regina, the heroine, gives herself to a man for his own sake, for the happiness she can give him; "To-Day," by George H. Broadhurst and Abraham S. Schomer, telling what follows in the wake of the average American woman's desire to keep up with the social procession; "The Secret of the Night," by Gaston Leroux, another mystery story in which the famous French detective hero, Joseph Rouletabille, makes his appearance before the public again, and "Whoso Findeth a Wife," being an answer to Hall Caine's "The Woman Thou Gavest Me," by J. Wesley Putnam. Of this last novel, the publishers say, "The so-called 'unwritten law' has kept the rope from the neck of more than one murderer, and the wolf from the door of more than one novelist; but there are those who persistently believe that the laws of the Bible are the underlying basis of the social structure."

Travelers: George H. Kemp (New England States and Canada); Laurens Maynard (Pacific Coast); L. S. Furman (New York, South and Middle West).

THE MACMILLAN COMPANY'S list of forthcoming spring books covers many different fields. Included under the heading Public Affairs are noted, among other titles, Dean C. Worcester's "The Philippines, Past and Present," in two volumes, fully illustrated; "Property and Contract in Their Relations to the Distribution of Wealth," by Richard T. Ely; "Progressive Democracy," by Herbert Croly, author of "The Promise of American Life"; "Violence and the Labor Movement," by Robert Hunter, the well-known socialist, whose "Poverty" and "Socialists at Work" have gone into many editions; "Progressivism and After," by William English Walling; "The Soul of America," by Stanton Coit, chairman of the West London Ethical Society and formerly Head Worker of the New York University Settlement, an English translation of Yves Guyot's "Where and Why Public Ownership Has Failed," a new volume in W. A. McKeever's "whole life plan of child training," entitled "The Industrial Training of the Boy" and Lord Morley's "On Politics and History." Novels by Kathleen Norris, S. R. Crockett, Gordon Gardiner, Margaret

Lynn, Fyodor Dostoevsky and William Butler Yeats, are announced. Mrs. Norris's story is "The Treasure," a humorous tale of home life. "Sandy," the Crockett book, is described as "a modern story of a modern young man." "The Reconnaissance" brings forward Gordon Gardiner, a writer new to America at least. In "A Stepdaughter of the Prairies," Margaret Lynn is writing of a country which she knows well. "The Possessed" is the new addition to the English series of Dostoevsky's works. In "Stories of Red Hanrahan," the Yeats's title, are brought together bits of fiction quite as remarkable as the plays and poetry for which the same author is so well known. In poetry the new titles embrace George Edward Woodberry's "The Flight and Other Poems" and John Kendrick Bangs's "The Foothills of Parnassus." In the realm of drama Rabindranath Tagore's "The Post Office" and "Chitra," John Masefield's "The Tragedy of Pompey" and Edward Sheldon's "Romance" are scheduled. Among the more important miscellaneous publications may be mentioned Sidney Low's "Egypt in Transition," which has an introduction by the Earl of Cromer, a revised and enlarged edition of W. E. Carson's "Mexico," a Spanish version of James Bryce's "South America: Observations and Impressions," Rudolph Eucken's "Can We Still Be Christians," Tasuku Harada's "The Faith of Japan," Morton Prince's "The Unconscious: The Fundamentals of Human Personality" and Edward Clodd's "The Childhood of the World."

Travelers: A. Sage Swanson, sales manager (Boston, Philadelphia and Chicago); William P. Albrecht (Middle West and Eastern Territory); Thomas Cuthbertson (New York City); Desmond Fitzgerald (extreme South and Pacific Coast); George M. Reusse (House Salesman).

MOFFAT, YARD AND COMPANY's early spring list includes "The Desert and Mrs. Ajax," by Edward S. Moffat; "Dutch Days," by May Emery Hall; "A Dramatic Primer," by William Winter; "When Mother Lets Us Make Paper Box Furniture," by Grace E. Rich; "When Mother Lets Us Make Gifts," by Mary B. Grubb; "Abnormal Psychology" (new edition), by Dr. Isador H. Coriat; "Father Lacombe" (new edition), by Katherine Hughes; "Book on Home Entertainments," by Lillian Pascal Day.

Travelers: Charles B. Marshall (large cities of the Middle West and East); Laurens Maynard (Pacific Coast).

JOHN MURPHY COMPANY of Baltimore, Md., publishers of the Murphy Editions of the "Douay Catholic Bible," comprising three sizes, and also publishers of the Manual of "Prayers," the most complete Catholic Prayer Book, having the endorsement of the three Cardinals and all other church authorities, have recently brought out "Glimpses of Latin Europe," by Rev. Thos. J. Kenny, and "Half Hour With God's Heroes," or Stories from the Sacred Books, by Rev. T. D. Williams.

Travelers: George L. Fitzgerald, Frank Haas (Local).



JOHN J. MULLEN

Representing The Page Company

(Successors to L. C. Page & Company.)

JOHN J. MULLEN, more popularly known as "Jack" Mullen, has represented The Page Company on the road for the past four years. He covers the South and Cuba, the Middle West and Western Canada, New England and the lower provinces of Canada. He is a Boston boy and a graduate from Boston College. Previous to his connection with The Page Company, he was engaged for ten years in the retail book business in Boston. He also knows the publishing end of the game, as well as the selling, from manuscript reading straight through. "Jack" was a large factor in making "Pollyanna" such a success last year.

THOMAS NELSON & SONS announce that Nelson's India Paper Standard Author's editions de luxe, which have hitherto been sold only in sets at net prices, will now be sold in single volumes at net prices. These volumes are beautifully bound in full genuine morocco and are printed in large type on India paper. They are pocket size and only one-half inch in thickness. The Nelson Bibles include—among countless styles—a "Topical Helps Bible" in the American Standard version, in which all the great topics are given in alphabetical order and in the very language of the Bible itself.

Travelers: H. B. Smith (East and Pacific coast); J. J. Hamilton (South and New England); George F. Bachmann (Middle West); A. C. Keowen (local); Thomas MacLaren (Middle West).

J. S. OGILVIE PUBLISHING COMPANY are bringing out a new line of paper-bound novels

entitled *The Empire Series*, containing fifty selected titles of books formerly published in their *Sunset Series*. The new line has an attractive cover lithographed in colors. They have recently added six new titles to their *Railroad Series* of popular fiction and have issued a timely treatise entitled "How the New Currency Law Affects Me"; also Raymond & Caverly's "Wizards of Joy"; "How to Become an American Citizen" and Kings of Wealth vs. the American People," a political-economic work.

Travelers: William M. Badenhop (East, South and Middle West); Kenneth E. Palmer, (Pacific Coast); A. Roy MacDougall (Canada); Thos. C. Lothian (Australia).

THE OUTING PUBLISHING COMPANY announce five hand-books for spring publication: "Practical Dog Keeping," by Williams Haynes, covering selection of breeds, the buying and selling of dogs, the care of dogs in kennels, handling in bench shows and field trials, and such subjects as food and feeding, exercise and grooming, disease, etc.; "Boxing," by D. C. Hutchison, instructions accompanied with full diagrams showing the approved blows and guards; "The Canoe—Its Selection, Care and Use," by Robert E. Pinkerton, who gained his experience among the Indians of Canada, where paddling is a high art; "Salt Water Game Fishing," by Charles F. Holder, in which the habits and habitats of the fish are described, together with the method and tackle for taking them, and an account of the development and rules of the American Sea Angling Clubs; and "Horse Packing," by Charles Johnston Post, illustrated with a complete description of the hitches, knots, and apparatus used in making and carrying loads of various kinds on horseback. In addition to these they will publish on April 2nd a book of very great interest at this time, namely "The America's Cup Races," by Herbert L. Stone, editor of *Yachting*; a complete history of the racers and races from the time of the first race down to the latest Shamrock to challenge for the cup.

THE OXFORD UNIVERSITY PRESS has just issued two books uniform with the "Oxford Book of English Verse," viz.: the "Oxford Book of Spanish Verse" and the "Oxford Book of Canadian Verse." Another new feature is a series of pocket-size German Bibles beautifully printed on Oxford India paper. A constantly increasing business in the Scofield Reference Bible, the book that teaches "How to study the Bible," is reported. The Oxford Teachers' Bible continues in popularity.

Travelers: W. W. McIntosh, C. C. Schepmoes, D. I. MacFadyen, H. V. Clulow, Charles Korbel, Frederick Bayer, William H. Allen, O. J. Hammen.

THE PAGE COMPANY (successors to L. C. Page & Company), will publish during 1914 some fifty new titles, the list to adhere, as previously, to copyright titles and lines. The year for this house opens auspiciously with the publication on February 5th, of a new Eleanor H. Porter novel—"Miss Billy—Married"—by the author of "Pollyanna,"

The Glad Book. Another spring fiction leader is "The Rose of Roses," by Mrs. Henry Backus, author of "The Career of Dr. Weaver"; Hugh C. Weir's detective volume, "The Chronicles of Madelyn Mack, Detective" will also appear as a spring book. In the fields of travel and description, the Page Company will publish Mr. Murphy's handsomely illustrated volume "On Old World Highways"; C. L. G. Anderson's authentic work on "Old Panama and Castilla del Oro"; Professor Will S. Monroe's "Bulgaria and Her People"; three volumes in the *Spell Series*, Mrs. Larz Anderson's "The Spell of Japan"; Nathan Haskell Dole's "The Spell of Egypt" and W. D. McCrackan's "The Spell of Tyrol"; re-issues of "The Fair Land Tyrol" (in new dress with colored illustrations); and Edward Low Temple's "Old World Memories," previously published as two volumes (in one volume, with special featherweight paper), and two new volumes in the *See America First Series*, namely, "California: Romantic and Beautiful," by George Wharton James, and "The Wonderlands of the Canadian West," by Lawrence J. Burpee. The juveniles include a new volume in the *Hadley Hall Series*, "Alma's Junior Year," by Louise M. Breitenbach; "The Fiddling Girl," by Mrs. Rhodes Campbell; "The Pioneer Boys of the Missouri," by Harrison Adams; "The Island of Make Believe," by Blanche E. Wade; a new Blue Bonnet book, by Caroline E. Jacobs; second volume in the *Panama Series*, for boys, by Francis Raleigh; and "From Chevrons to Shoulder Straps," in the *Boys' Story of the Army Series*, by Florence Kimball Russel. At least two new titles, "Our Little Viking Cousin of Long Ago" and "Our Little Spartan Cousin of Long Ago" will be added to the new educational series—*The Little Cousins of Long Ago Series*. A unique book of fiction for both young and old readers, Andrews Wilkinson's "Plantation Stories of Old Louisiana," including "How Mr. Lynx Lost His Tail," and other stories of the Louisiana Bayous and Marshes, will be published in March or April.

Travelers: F. T. J. Nunan (principal cities West, including Pacific Coast); Harry W. Sully (principal cities East, including Canada); John J. Mullen (the South, Cuba, middle West, New England and lower Canadian provinces).

THE PENN PUBLISHING COMPANY announces for 1914 the usual number of new juveniles and several books of fiction by well-known writers. Edward Bateman Morris, author of "Blue Anchor Inn" and "The Millionaire," has written a timely and humorous Suffragette story. Temple Bailey, author of "Glory of Youth," will present another love story; and the friends of "Ashton-Kirk" will be glad to know that John T. McIntyre will give them "Ashton-Kirk, Crime Expert," another enticing detective story. Among the new books for boys and girls will be additions to practically all of the old series. The various titles which follow are subject to changes and additions. Stories for girls: "Nancy Lee's Summer Vacation," by Margaret Warde; "Jane Stuart's Chum," by Grace M. Remick;

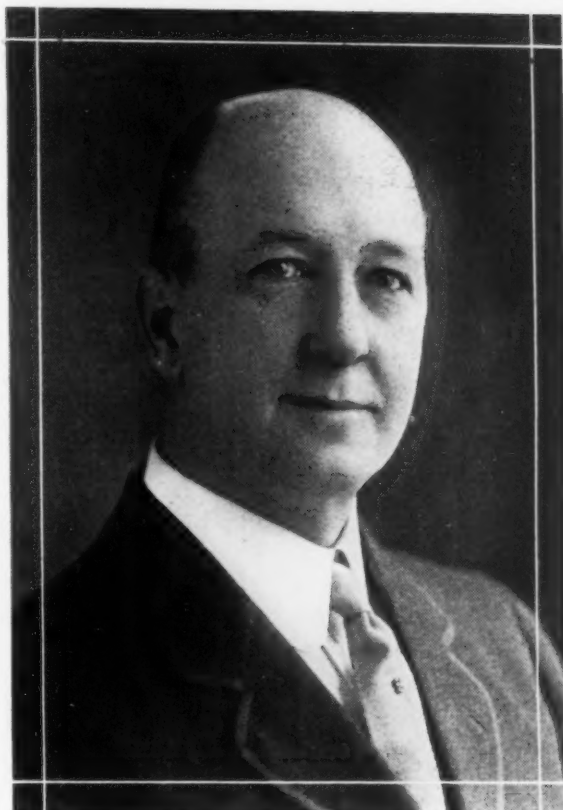
"Helen and the Find-Out Club," by Beth Bradford Gilchrist; "Faith Palmer in New York," by Lazelle T. Woolley; "A Little Princess of the Rio Grande," by Aileen Cleveland Higgins; "The Little Runaways at Orchard House," by Alice Turner Curtis; "Polly Prentiss at Manser Farm," by Elizabeth Lincoln Gould; "A Little Maid of Massachusetts Colony," by Alice Turner Curtis; "Letty's Good Luck," by Helen Sherman Griffith. Stories for boys: "An Army Boy in Mexico," by Capt. C. E. Kilbourne; "Philip Kent, Schoolboy," by T. Truxton Hare; "Roger Paulding, Ensign," by Capt. Edward L. Beach; "The Boy Scouts on Lost Trail," by Thornton W. Burgess; "The Young Farmer at College," by George B. Hill; "In Texas with Davie Crockett," by John T. McIntyre; "The Story of Iron and Steel," by Elizabeth I. Samuel; "The Rambler Club's Football Team," by W. Crispin Sheppard; "The Rambler Club and the Northwest Mounted," by W. Crispin Sheppard. The *Baby Animal Series* by C. E. Kilbourne, illustrated in color, will be increased by "Baby Monkey and the Wily Wolf" and "Baby Polar Bear and the Walrus." The following new recitation books are promised: "Jolly Dialogues," by Willis N. Bugbee; "One Hundred Choice Selections," by Prof. Henry Gaines Hawn; "Speaker's Garland, Volume X," comprising Nos. 37, 38, 39, 40, of One Hundred Choice Selections. The usual number of popular plays for amateurs will also be published.

Travelers: Charles C. Shoemaker (New York and Boston); Frank W. Shoemaker (other large cities and Pacific Coast); Frederick Krauss (South and Middle West); Edward W. Mumford (New York State and New England).

ISAAC PITMAN & SONS have recently issued the following works: Centenary Edition "Course in Isaac Pitman Shorthand"; Centenary Edition "Isaac Pitman Shorthand Instructor"; Centenary Edition "Shorthand Writing Exercises and Examination Tests"; Centenary Edition "Isaac Pitman Shorthand Dictionary"; "Methods of Teaching Shorthand," by Edward J. McNamara; "Practice Letters for Beginners in Shorthand," by D. J. George; "Advertising as a Business Force," by P. T. Cherington; Hugo's "Portuguese Simplified"; "Secretarial Work for Girls"; "How to Become a Law Stenographer," Fifth Edition, by W. L. Mason; "Student's Practice Book for Stenographers," by Katherine E. Wiley; "Manual of Spanish Commercial Correspondence"; "Pitman's Commercial Encyclopedia," (four volumes); "Economics of the Telegraphs and Telephones," by J. Lee.

Travelers: P. C. Leadbeater (general representative); A. C. McClurg & Company and Robert S. Leete & Company, Chicago (Middle West); Cunningham, Curtiss & Welch, San Francisco and Los Angeles, Cal., and Lowman & Hanford Company, Seattle, Wash. (Pacific Coast); M. D. Fulton, Springfield, Mass.

JAMES POTT & Co. offer this year an exceptionally strong line of Bibles, Testaments, Prayer books, Hymnals, etc., containing many



CHARLES R. DURVEA

Representing James Pott & Company.

CHARLIE DURVEA began, in 1886, as invoice clerk with James Pott & Company. His first trip was through New York State, in 1888, and in 1890 he was assigned to the Southern States, which he traveled for nineteen years. He made his first trip to the Pacific Coast in 1893. With regrets he relinquished the Southern trip five years ago, except Memphis, Nashville and Louisville, which he still continues to visit. For the past five years, in connection with the Pacific Coast, he visits twelve of the principal cities of the Central West. After the death of the senior Mr. James Pott, the firm was incorporated, and he became a stockholder and director. In 1909 he invented the Open Flat "Unbreakable Back" Binding, which has proven so successful in flexible leather books. It is used exclusively on the "Bagster" and "Cambridge" lines.

new styles and features, all bound in their patent "Unbreakable-Back" binding; also a large number of new books of travel and biography, etc., will be issued later in the season.

Travelers: Their regular staff of travelers will call on the trade, as usual, this year.

PLATT & PECK Co. have greatly increased their line this year. Their successful line of painting books has been strengthened by the addition of new numbers at popular prices, and by the further development of their patent box line of painting books, with paints and crayons. They are also bringing out some new ideas in cut-out books. One of the series of juvenile books will be attractively bound in picture covers with colored frontispieces, each volume boxed. New volumes in established series include "Five Little Starrs



EDWIN I. HYKE

Representing Rand, McNally & Company.

EDWIN I. HYKE was born in St. Louis. He started in the business in 1887 with the Jett Book and News Company, and rose to the position of manager and buyer, continuing in that capacity until 1899. From 1899 to 1902 he represented a number of Chicago publishers in the Southwest. In 1902 he entered the services of The St. Louis News Company, as buyer and manager of their Book Department. He is one of the youngest members in spirit of the Rand, McNally sales force, and is imbued with the pioneer idea for the new development that is leavening the old business. He will travel the New England and Southeastern States, Northern Ohio, Michigan and Wisconsin, and New York and Pennsylvania. His firm is indeed fortunate to have so well informed and worthy a representative for their Book Department. His past experience will help much to win success.

in an Island Cabin," by Lillian Elizabeth Roy; "Princess Polly's Gay Winter," by Amy Brooks and "Architecture Shown to the Children," by Gladys Wynne. "Indian Tales for Little Folks," by W. S. Phillips (El Comanche), who spent the early years of his life among various Indian tribes; and acquired these Indian legends at first hand, will be illustrated with half-tone reproductions of paintings by the author. Another attractive volume with colored plates is "The Golden Age of Childhood," by Katherine Hamill. The juvenile list will include all the popular series formerly published by the A. L. Chatterton Co., including *Boy Scouts*, *The Dare Boys*, *The Comrades*, *The Furry Folk*, *The Dorothy Books*, *The Witch Winnie Books* and *The Frontier Boys*. The gift books formerly published by the A. L. Chatterton Co., with additions and new designs, will also be added

to the Platt & Peck list. The most notable offering in gift books, however, will be the new series of *Atoz Books*, embracing a large number of standard classics. These books will be offered in polished levant, moroccos, ooze calf, etc., at a wide range of prices. A companion volume to "What You Should Tell Your Boy," by Edmund Thomas, will bear the title "What You Should Tell Your Girl." "Little Stories of Progress," by Frank Andrews Fall, will be added to the *Inspiration Books*. Walter Camp's "Auction Up-To-Date," including the new Nullo count; "Etiquette for All Occasions," by Mrs. Burton Kingsland, and "The American College," by Charles Franklin Thwing, President of Western Reserve University are other books from their varied line. A book by Joseph H. Appel, director of publicity in the Wanamaker Stores, entitled "My Own Story," is creating interest among men at the head of big business institutions. Platt & Peck will represent Hurst & Co. west of Chicago and in all of the Middle West territory, except the large cities.

Travelers: Leslie G. Nourse (Pacific Coast and large cities of the West and East); George Edmund Platt (West and East); H. W. Sampson (Southwest); C. A. Canner (Southeast); E. R. Herrick (Middle West).

G. P. PUTNAM'S SONS report among their spring novels, the following: "The Rocks of Valpre," by E. M. Dell, author of "The Way of an Eagle" and "The Knave of Diamonds"; "One Year of Pierrot," by the Mother of Pierrot, described as the earnest self-revelation of a mother, written out of a full heart; "The Peacock Feather," by Leslie Moore, author of "Aunt Olive in Bohemia," a story of highways and hedges; "The Judgment of the Sword," by Maud Diver, author of "The Hero of Herat," portraying the second phase of Eldred Pottinger's remarkable career; "The Marriage of Cecilia," by Maude Leeson, the story of a couple who part immediately after the marriage ceremony in the belief that their paths will never again cross; "The Shears of Delilah," by Virginia Terhune Van de Water, a collection of stories of married life; "Horace Blake," by Mrs. Wilfrid Ward, author of "Great Possessions" (Horace Blake is a playwright, ruthless, iconoclastic); "Carmen and Mr. Dryasdust," by Humfrey Jordan, author of "The Joyous Wayfarer" (The Story of Carmen's mastery of Mr. Dryasdust); "Through Other Eyes," an English countryside tale, by Amy McLaren, author of "Bawbee Jock"; "The Business of a Gentleman," by H. N. Dickinson, a story of class antagonism; "A Lady and Her Husband," by Amber Reeves, presenting a clash between the upholders of two antagonistic ideals, and "The Story of Matthew Hargraves," by S. G. Tallentyre, in the vein of this author's "Basset."

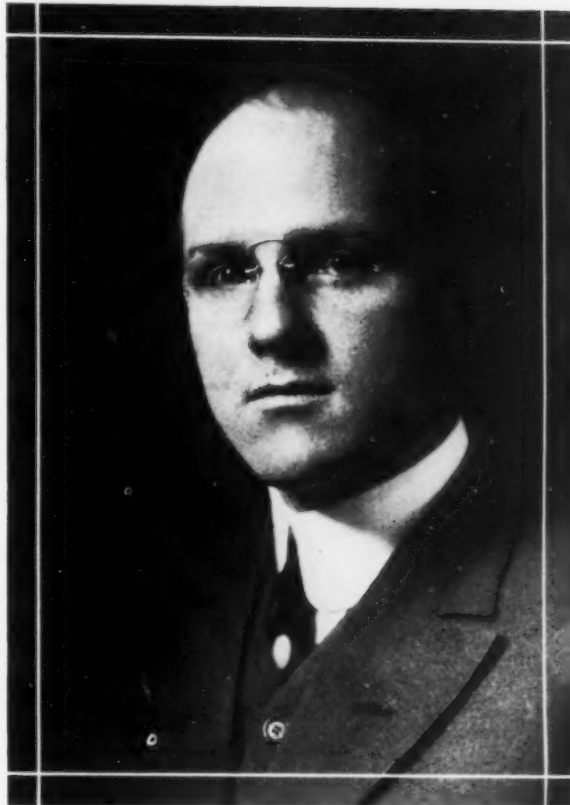
Travelers: Sidney H. Putnam (New York, Boston, Philadelphia and Chicago); H. L. Allison (Pacific coast, New England and the larger towns of the East and Middle West); Walter McGall (South and smaller towns of the East and Middle West).

RAND, McNALLY & COMPANY this year will offer real novelties and leaders, having eliminated last year all competitive lines, and carried into realization the individualization of their book publications. Milo Winter, who last year illustrated "Gulliver's Travels," "Wonder Book" and "Tanglewood Tales," will this year interpret the "Arabian Nights" and "Robinson Crusoe." The following stories by Elizabeth Gordon, author of "Flower Children" and "Bird Children" books will appear: "Watermelon Pete," "Grandad Coco Nut's Party"; Dolly Molly Stories" (four titles), and "The Butterfly Babies" book. Among other juveniles will be: "The Little Straw Man," "Paddy Paws, or "The Adventures of the Little Prairie Dog," "Little Tawish, or Indian Legends from Geyser Land"; "The Wonder Hill"; "The Flower Babies' Book," with each verse, containing its individual plea for preservation, illustrated with a baby's face in a flower; "Prince Trixie, or Baby Brownie's Birthday"; "Dottie Dollie's Tea Party;" the *Merry Mind Series* of four titles; four additional titles in the *Bye Lo Series*; "Nonsense A B C's," by Edward Lear; and a surprise book, "Jack Jungle in Animal Land." For the older folks this house will have gift editions of Marah Ellis Ryan's "Told in the Hills" and "Flower of France." "Where He Dwelt" promises to be popular. The new *Household Economy Series* will contain the following titles: "Home Cooking"; "Candy Making in the Home"; Home Preserving" and Japanese-Chinese Cooking." "The Dons of Old Pueblo," a novel will be announced for the fall.

Travelers: P. A. Coates (Middle West and Southern states); J. A. Bell (Chicago); Joseph E. Goodwin (New York City); Belford and McNally (Washington, Oregon, California, Nevada, New Mexico and Eastern Utah).

THE REILLY & BRITTON COMPANY have a strong list, headed by their \$10,000 prize novel, "Diane of the Green Van," by Leona Dalrymple. On June 15th a cheerful novel "Nancy the Joyous," by Edith Stow will appear, and July 1st will bring a "The New Mr. Howerson," by Opie Read. The Publishers' Story Edition of the very successful "Miss Minerva and William Green Hill," by Frances Boyd Calhoun will also appear July 1st. A new Oz book—"Tik-Tok of Oz," by L. Frank Baum, the children's favorite author, whose "Patchwork Girl of Oz" was the best selling juvenile last year, is announced. "The Mother Goose Parade," a unique color juvenile by Anita de Campi, is destined for a good sale. New titles are added to the various series of popular boys' and girls' books; a new *Boy Scouts* story, a new *Boys' Big Game* story, a new *Aunt Jane's Nieces* story, a new *Camp Fire Girls* story, etc., etc. Other new items of note are: "My College Record," a memory book; "The Girl Graduate's Scrap Book," "The Stunt Book," a still better baby book called just "Baby," etc., etc.

Travelers: S. H. Darst (Central and Western territory), W. F. Lee (the East,



ALVIN E. RAETTIG

Representing Fleming H. Revell Company.

ALVIN E. RAETTIG secured his first position as office boy with the F. A. Stokes Company twelve years ago. He was later employed by the Baker & Taylor Company; then, as assistant in the office of the PUBLISHERS' WEEKLY, he made his first acquaintance with the trade as an advertising solicitor. He resigned this post to engage with the Revell Company, where, after a thorough course in the various departments he made his maiden trip through New England, the South and the Middle West. Since then, his territory has been enlarged by the addition of many of the larger cities, such as Baltimore, Washington, Richmond, Kansas City, Columbus, as well as his home city of New York. Mr. Raettig is an affable, clean-cut, courteous young man of unusually pleasing appearance; hence his deserved popularity in the trade.

Canada and the Pacific Coast territory), R. P. Lapham (the Southern and Middle States territory).

FLEMING H. REVELL COMPANY's tentative announcements for 1914 include new issues by many of their popular fiction and juvenile writers: "The Bird Store Man," by Norman Duncan; "Everybody's Courageous," by Clara E. Laughlin; "Dr. Llewellyn," by Caroline Abbot Stanley; "The Little Angel of Canyon Creek," by Cyrus Townsend Brady; "Little Merry Christmas," by Winifred Arnold; "The Gaunt Gray Wolf," by Dillon Wallace; "The Man of the Desert," by Grace Livingston Hill Lutz, "The Shadow of Destiny," by Theodora Peck; "A Chinese Christmas Tree," by Norman Hinsdale Pitman; "The Life Healer," by Thurlow Fraser; "The Bird With the Broken Pinion," by

Charles H. Lerrigo. In addition to many valuable new entries in *The International Leaders' Library* their religious list will include works by many of their popular writers who have been long identified with this house, such as "The Open Door," by Hugh Black; "Thirteen Appreciations," by Alexander Whyte; "What Makes a Nation Great?" by Frederick Lynch; "My Daily Prayer," by F. B. Meyer; "The Moral Paradoxes of St. Paul," by W. L. Watkinson, and many others. They also announce an autobiography of Edward A. Steiner which will be entitled "From Alien to Citizen," a new work by the author of *American-Japanese Relation*, Ki-yoshi K. Kawakami, entitled "Asia at the Door," a timely new volume by Harold Begbie, author of "Twice-Born Men," entitled "The Crisis of Morals," an interesting study of the negro problem by L. H. Hammond, "In Black and White," and an interesting biography of Hannah Whitall Smith, author of "A Christian's Secret of a Happy Life" entitled "A Quaker Grandmother," by her granddaughter.

Travelers: Fleming H. Revell (Boston, Philadelphia, Pittsburgh, Chicago, Louisville, St. Louis, etc.); William H. Mook, Jr. (Pacific Coast trip and City Trade); Alvin E. Raettig (Southern states and Middle West and City Trade).

THE SAALFIELD PUBLISHING COMPANY each year add many new series to their "Muslin Books." For 1914 there are four new ones, ranging widely in price; two series of four titles each, and two with one title only. Notable among these are the "Apple Pie A B C," the famous alphabet, pictured in unusual style by Mrs. Percy L. Wight. Equally fetching is "Kids and Kiddies," by Virginia Albert, showing the youngsters of the different nations in their costumes and at their characteristic play. A unique item, the "Loose Letter Alphabet," consists of the twenty-six letters of the alphabet cut out in shape, each one a muslin book and illustrated in colors. It will appeal to the modern mother and the kindergartener as of real educational value. Then there's "Dollie's Wardrobe," three dresses ready to cut out and sew up, to fit a doll 18 inches tall. Coming boxed, they make an ideal gift for devoted doll mothers. Along the nature line, there are two items of great interest: "The Animal World," a natural history album illustrated with lithographs, and a series of four stories putting in simple story form the development of the butterfly, pearl, hen and frog. Each volume has a manikin to add to the interest. The *Wollopor Series*, six books showing a picture on every page, with a line or two of rollicking verse beneath, recount the adventures of the Wollopors, the active little red squirrels that all children love. And of course there's a new *Billy Whiskers* volume—"Billy Whiskers in Panama." Mrs. Ruth Alberta Brown continues the story of Peace Greenfield and her five sisters in "The Lilac Lady." The "Boy Scouts Picture Book" for the younger lad, shows by picture the principles underlying the movement. It promises to

be one of the new "big values." This brings us to the *Campfire Girls Series*, by Jane L. Stewart, for the Campfire aims to broaden and develop the girl much as the Boy Scout Troop does her brother. Six wide-awake, up-to-date Campfire Girls stories are issued in the series.

Travelers: Albert G. Saalfeld (Pacific Coast); W. F. Collins (Canada, the South and New York City); A. H. Munk (Middle West and New England); A. J. Kelley (Kansas, Missouri and Nebraska); T. J. Harris (Central States); T. C. Johnson (Texas).

THE SCRIBNER list of spring fiction includes: "The Last Shot," by Frederick Palmer, a novel whose effect is to present the drama of modern war as it would be fought between two perfectly equipped modern nations; "The Lodger," a new mystery story by Mrs. Belloc Lowndes; "Rung Ho," a rapid story of love and fighting in India on the eve of the Indian Mutiny, by a new writer, Talbot Mundy; "Shallow Soil," a novel of city life by Knut Hamsun, the great Norwegian novelist; "Stories of Russian Life," by Anton Tchekoff; "The Incandescent Lily and Other Stories," by Gouverner Morris; "Vain Oblations, and Other Stories," by Katharine Gerould; "Maje," a love story which tells how an old confederate major comes back to the new world of "Since the War," by Armistead C. Gordon; "A Village Romeo and Juliet," with an introduction by Edith Wharton, regarded as the most representative production of the great Swiss novelist, Gottfried Keller; "A Day With Father," a new addition to the series which contains "The Perfect Tribute," by Francis E. Leup. This is not to mention "The Witness for the Defence," A. W. Mason's new novel, which appeared in January. The Scribner list is striking in the non-fiction line. Notable books of sport and travel include a large important, scientific work, by Theodore Roosevelt and Edmund Heller, called "Life Histories of African Game Animals"; "The Ascent of Denali," Hudson Stuck's account of the highest mountain on the continent, by himself and three others; "Ten Thousand Miles with a Dog-Sled," by the same author, in which he describes his work as Archdeacon of the Yukon; "Athletic Training," by Michael C. Murphy, the most successful trainer that ever lived; "North Africa and the Desert," by George E. Woodberry. In the way of biography they announce a new book by Henry James called "Notes of a Son and Brother," which relates to the early life of William James; "My First Years as a Frenchwoman," by Mary King Waddington; "The Lives of the Presidents of the United States," a four-volume work made up of brief biographies of the presidents, by celebrated writers. Two important works relating to public questions, include a collection of essays on the Monroe Doctrine, The powers of the Federal Government, etc., by Ex-President Taft and "The American Japanese Problem," by Sydney L. Gulick, D.D., late lecturer in the Imperial University, Kyoto, Japan. Among the other notable volumes are a collection of plays

by Leonid Andreyeff; a new series of others by Björnstjerne Björnson; a series of essays relating to the drama by Arthur Ruhl, with "Second Nights"; a new volume by Anton Tchekoff; a twelve-volume series of art books by John C. Van Dyke, the author of "Art for Art's Sake," etc., called "New Guides to Old Masters." There are two new volumes by Linda Hull Larned, "The New Hostess of To-day," "One Hundred Salads" and "One Hundred Cold Desserts."

Travelers: J. L. Crowder (coast and large cities); Melville Minton (South and New England); A. S. Knapp (Middle West); F. H. Marling and H. C. Bauer (New York City); R. C. Stolle (Boston and Philadelphia).

SMALL, MAYNARD & COMPANY announce in fiction: "Darkness and Dawn," the book of thrills, by George Allan England; "Mrs. Brand," by H. A. Mitchell Keays, the story of the clergyman without scruples, the old millionaire, the young and attractive wife, the doctor with a heart of gold; "The Dog and the Child and the Ancient Sailor Man," Robert Alexander Wason's story for parents of a little boy with a "modern" mother, an elephantine canine chum, and a golden friendship for a quaint old deep sea Munchausen; "Sunrise Valley," by Marion Hill, author of "The Lure of Crooning Water," the romance of the manly plutocrat and the independent girl and "Sweetapple Cove," a story of life among the humble fisherfolk of the Newfoundland outposts, by George Van Schaick. In non-fiction the following titles are noteworthy: "More About King Edward," by Edward Legge, author of "King Edward in His True Colors"; "A Modern History of the English People," by R. H. Gretton; "The Roman Campaign," by Arnaldo Cervasato; "The Eurhythmics," of Jacques Dalcroze, an exposition of the new realization of rhythm—co-ordination of brain and body developed through the practice of rhythmic gymnastics, and "A Londoner's London," by Wilfred Whitten (John O' London).

Travelers: N. L. Tenney (larger cities as far West as St. Louis); F. J. Sloan (smaller cities of the East and Middle States); Desmond Fitzgerald (West and Pacific Coasts).

STEWART & KIDD COMPANY of Cincinnati are publishing this year, "The Business of Farming," by Wm. C. Smith, author of "How to Grow 100 Bushels of Corn Per Acre on Worn Soil," being a complete history of the science of farming from the dawn of creation down to the present day, dealing with every phase and feature of the farm. This book will be liberally illustrated and will have a colored cover jacket. "European Dramatists," by Archibald Henderson, is being reprinted. A new and enlarged edition of "How to Grow 100 Bushels of Corn Per Acre on Worn Soil," is printing; "Easter," by August Strindberg; "Yellowstone National Park," by Hiram D. Chittenden, and "Minions of the Moon," by Madison Cawein are also being reprinted. The firm is not just prepared to announce the titles of the regular line, most of which will be published this fall.

Travelers: John G. Kidd (larger Eastern



GEORGE W. KELLY.

Representing Frederick A. Stokes Company.

GEORGE W. KELLY is the junior of the travelling staff of Frederick A. Stokes Company. He started with his firm fifteen years ago as an office boy upon leaving school and worked his way up, quietly and efficiently, to his present position which came to him five years ago. He covers the smaller cities of the East and Middle West, with the ambition, some day, to tackle the bigger game.

Cities); Laurens Maynard (the West Coast); Walter Pettibone (the Middle West and smaller Eastern Cities). The following jobbers will handle this firm's books in their territories: The Baker & Taylor Co., in New York; DeWolfe & Fiske Co., in Boston; A. C. McClurg & Co., in Chicago.

FREDERICK A. STOKES COMPANY's fiction list for the spring is headed by "World's End," the first long novel ever written by Amelie Rives (Princess Troubetzkoy). The novel tells a romantic love story in which bigness and generosity of character win over the small and mean. It will be ready in April. Last year in this number of the *Weekly* the Stokes Company prophesied success for a novel by a new author "Bobbie, General Manager"; and this year they are saying similar things about "The Woman's Law," by Maravene Thompson, an exciting story based on double identity, to be published March 27th. "The Soul of Life," by David Lisle is based on the question in its sub-title "What Is Love?" "Whispering Dust," by Eldrid Reynolds is a romance of Egypt; "Bat Wing Bowles" (March 6th) is another dashing cowboy romance by Dane Coolidge, author of "Hidden Water," etc. Harold Bindloss is represented by "The Intriguers," a novel of

the Northwest published yesterday and "The League of the Leopard," an exciting story of adventure in Africa which will be ready in June. An excellent collection of short stories by Richard Dehan, "The Cost of Wings" will be ready in April. The Stokes Company have great confidence in their non-fiction: Wu Ting Fang's "America Through Oriental Spectacles," a witty and wise commentary on the United States and "Montessori's Own Handbook," by Maria Montessori will be issued in March. S. S. McClure's "My Autobiography" will appear in April. It is undoubtedly an unusual piece of real literature. "Every Man's Money—And How the Bankers Use It," by Louis D. Brandeis will probably be one of the most popular and talked-of books of the spring. The opening of the Panama Canal gives peculiar timeliness to the "Two Americas," by General Rafael Reyes, telling how the business men and other people of North and South America can come into closer communion. Alfred Noyes is now among the two or three most popular poets, and his narrative poem of the Balkan War, "The Wine-Press" has caused a sensation. Poetry is also represented on the Stokes list by Percy MacKaye's "Sanctuary," a bird-masque originally performed with a distinguished cast before the President of the United States. Diana Watts claims to have rediscovered the secret of the bodily perfection and mental poise of the Ancient Greeks and explains it in a beautiful book, "The Renaissance of the Greek Ideal." In "The Dance, Its Place in Art and Life," the fundamentals of this popular subject are treated by the Kinneys, well known as artists. "The Guide to the Chassevant Method of Musical Education" is the first book on this system which has been developed through a generation and bears a similarity to "The Montessori Method." Anna Steese Richardson, the well-known writer for *The Woman's Home Companion* and prominent figure in the National Mother's Congress contributes "Better Babies and Their Care," a simple but authoritative book from one mother to others—to be published in April. The Orient is the basis for two books—"My Lady of the Chinese Courtyard," by Elizabeth Cooper, the human story of the wife of a Chinese Official, and "The Colour of the East," a book of vivid impressions by Elizabeth Washburn. R. F. Foster's "Royal Auction Bridge With Nullo" and Whitehead's "Conventions of Auction Bridge" are prepared for bridge lovers. An addition to Flora Klickman's popular works will be "The Modern Crochet Book," and collectors will be interested in F. W. Burgess's "Chats on Old Coins." A new series containing simple biographies of great men will be started with "Pasteur" and "Dickens," and to the *Masterpieces in Color Series* will be added "Bastien Lepage" and "Goya."

Travelers: Frank A. Coombs (Pacific coast and large cities west of Mississippi, Chicago and other Middle Western cities); Henry F. Savage (New England, large cities in the East and Middle West); James L. Nerney (South and part of Middle West); George W. Kelly (smaller cities of East and Middle West).

THE STURGIS & WALTON COMPANY's spring list includes the following titles: "The Dog: An Anthology," edited by F. M. Atkinson; "Synchronic Historical Wall Charts" for (1) United States, (2) England, (3) Greece, (4) Rome, by G. E. Croscup; "The Farm Mechanic," by C. E. Emberley, a new volume in *The Farmer's Practical Library*; "Club-Makers and Club-Members," by T. H. S. Escott, who treats the subject from the evolutionary standpoint, starting with the beginning of the club idea and showing its development into the club life of the present day; "The Psychology of Management," by L. M. Gilbreth, an important contribution to the literature of scientific management; "Heroines of the Modern Stage," including the names of Maud Adams, Sarah Bernhardt, Julia Marlowe, etc., by Forrest Izard; "Socialism as the Sociological Ideal," by F. J. Melvin; "Blue Ribbon Roads; The Ideal Tour of France," by Francis Miltoun; "The Life of Nietzsche," Vol. II, "The Solitary Nietzsche," by Mrs. Foerster Nietzsche; "Indian Legends for Camp Fire Girls," by Emelyn N. Partridge; "The Satisfaction of Country Life," by J. W. Robertson, another volume of *The Farmer's Practical Library*, a study of rural sociology and the back-to-the-farm movement; "The High School: Whence and Wither," by F. W. Smith, at once a history and an interpretation; "The Greek Spirit," by Kate Stephens; and "Henri Bergson: A Study in Radical Romanticism," by E. C. Wilm.

Travelers: L. B. Sturgis (East); Laurens Maynard (West). The trade this year on the Pacific coast will be able to secure the Sturgis & Walton publications in some quantity from an office just established by their Western representative.

SULLY & KLEINTEICH dispense useful information in the form of handbooks, the 1914 additions to this group being "The Stenographer's Handbook and Speller," by Edith B. Ordway and N. C. Fowler, Jr. (April); "Errors of Speech and Punctuation" and "Handbook of the Operas" (Sept.), both by Edith B. Ordway and "Stories and Toasts for After Dinner," by N. C. Fowler, Jr., just out. Before-dinner matters are discussed in "The American Cook Book," by Janet McKenzie Hill. In fiction this house offers "The Clutch of Circumstances"—doubtless a gripping tale—and "The Love Affair of a Homely Girl," by Jean Louise de Forest. "The Bugaboos Men," by Louis Rand Bascom, is a sample from the juvenile list. Four new titles are to be added to *The Bert Wilson Books*, the first, "Bert Wilson at Panama," being already out. Two titles will be published in each of the following series: *Uncle Sam's Service Series*, *Back to the Soil Series* and *University Series*. Six 1915 Calendars are already announced before we are really beginning to feel at home with 1914!—"The Dinner Calendar," the "Wise and Witty Calendar" and author calendars for Dickens, Kipling, Longfellow and Stevenson.

Travelers: George Sully (New York, Boston, Philadelphia, Chicago, and all large cities

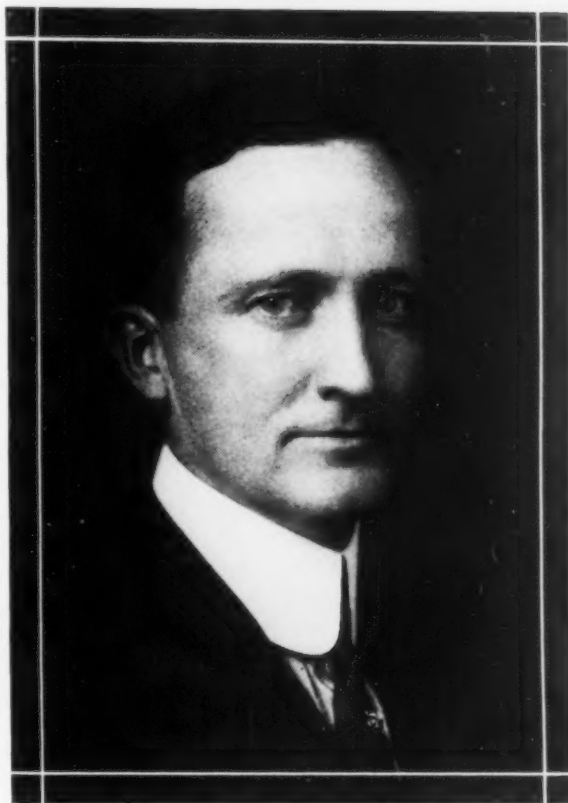
East and Middle West); John J. Coakley, Jr. (the Coast, the West, Middle West, the South and New England).

THE VIR PUBLISHING COMPANY. L. M. Cross writes that "'The World's Best Sellers'—the Vir Publishing Company's *Self and Sex Series*, cannot boast of '57 varieties' of languages, in their translations, but they are being read in twenty-seven different tongues in Europe and Asia, the latest European translation being in the Italian language."

W. A. WILDE COMPANY.

Travelers: W. J. Sanford and J. R. Blessing, (Western trade from the Chicago office); R. W. Kendall (Eastern trade, from Boston office).

THE JOHN C. WINSTON COMPANY offer a strong list in all departments. In fiction "The Sorcerer's Stone," by Beatrice Grimshaw, story-teller of the South Seas, and "The Uttermost Farthing" for lovers of mystery and adventure stories by R. Austin Freeman, author of "The Mystery of 31, New Inn." A startling innovation is found in "The Merchant of Venice," first volume of "The *Novels from Shakespeare Series*." It is a romance founded on Shakespeare's play, giving it complete and in the form of fiction. Under travel and adventure are found "Hunting in the Arctic and Alaska," by E. Marshall Scull, the story of the only successful hunting trip ever accomplished in the western Arctic Ocean. "From The Congo to the Niger and The Nile," by the Duke of Mecklenburg, gives an interesting account of the German Central African Expedition of 1910 and 1911. Under history and biography are listed "Italy in North Africa," an account of the Tripoli enterprise, by W. K. McClure; "Napoleon in Exile at Elba," by Norwood Young, author of "The Growth of Napoleon," and "The Story of Mexico," by Charles Morris, a comprehensive and popular history. The gift books and fine editions include "The Jackdaw of Rheims," by Thomas Ingoldsby, with illustrations by Charles Folkard; "The Story of Edinburgh," by Louis Weirter, both in fine quarto editions; "The Love Letters of An Erratic Husband," by Arthur K. Stern, and a de luxe edition of "Lorna Doone," by R. D. Blackmore, with nearly one hundred plates and drawings. In educational lines Charles K. Taylor contributes "Character Development," a Practical Graded School Course, and "The Physical Examination and Training of Children." Under standard works the firm announces a new series, *Winston's Handy Classics*, consisting of nearly two hundred titles at a remarkably low price. "Table Decorations and Delicacies," by Hester Price, "Letter Writing: Business and Social," by H. Cramp, Ph.B.; a new "Universal Self-Pronouncing Dictionary," in the Handy Edition; a "Swedish-American Handbook," by Logan Marshall, are other announcements. The juveniles include: "The Mary Frances Housekeeper," by Jane Eayre Fryer; "Tales from Shakespeare," by Chalmers and Mary Lamb, and many others by such popular writers as Logan Marshall, George Barton, Edward S. Ellis, Margaret Vandercook,



B. F. HITCHENS

Representing the John C. Winston Company.

B. F. HITCHENS, who for eighteen years has been associated with the John C. Winston Company, is an excellent example of the loyal, progressive and untiring worker. His many years in the house of Winston have by natural forces equipped him thoroughly for the responsible position of manager of their Chicago office which post he has filled, most successfully, for the last five years. This year he will travel the far West territory and win more laurel wreaths of fame as a successful salesman.

Gabrielle E. Jackson, etc. The travelers are also carrying many holiday works and surprises of a number of different sorts in this line to supplement the firm's already large list.

Travelers: E. M. Leavens, W. D. Hicks, E. A. Merriam, W. O. Shepherd, J. Meyer, Elmer Jones and Rudolph Kornbau on the road. B. F. Hitchens will continue to make his headquarters in Chicago as manager of the Chicago branch, and will also travel the Pacific coast.

THE Spanish speaking Republics of South and Central America import more French literary works than German, although the percentage of German works is increasing. A few years ago this market was almost exclusively controlled by France; but in recent years Spain has offered considerable competition. Flourishing countries, such as Argentina, Chile, etc., with predominantly Spanish population, offer a very favorable field for exportation, for these States are poor in native literary products, the cost of production being considerably higher than in Europe.

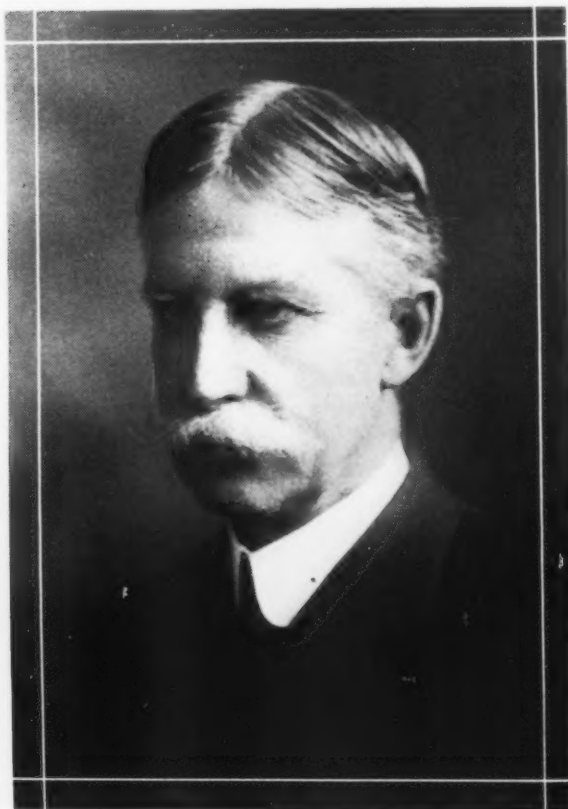
Department Store Buyers of Books and Allied Lines

ALABAMA.

Birmingham.—Loveman, Joseph, & Loeb. (Jerome K. Sterne.)
Mobile.—L. Hammel D. G. Co. (B. L. Strauss.)
Montgomery.—The Fair. (H. C. Brown.)

CALIFORNIA.

Fresno.—E. Gottschalk & Co., Inc. (G. G. Oliver.)
Los Angeles.—Broadway Dept. Stores. (C. R. Vient.)
 —Bullock's Dept. Store. (Miss R. B. Goldsmith.)
 —Beeman & Hendee, Inc.—"The Baby Store." (Miss N. A. Hendee.)
 —A. Hamburger & Sons. (E. H. Dart.)
Oakland.—H. C. Capwell Co. (Smith Bros.)
Sacramento.—Weinstock, Lubin & Co. (Miss Kehliher.)
San Francisco.—The Emporium. (Samuel Levinson.)
 —Raphael Weill & Co., Inc. (Leon B. Archer.)



GEORGE BLATCHFORD

Bookseller of the Berkshires, Pittsfield, Mass.

GEORGE BLATCHFORD, well known to the people of quality throughout the Berkshire Hills and the book-trade generally, has been in business in Pittsfield since 1886. He was born and bred in Brooklyn, N. Y., and in earlier manhood years was one of Charles T. Dillingham's active associates. After five years in the jobbing trade, he bought out the bankrupt business of J. B. Harrison in Pittsfield, and started for himself. He plays golf for recreation and hopes this year to greatly improve his game—if he can possibly find time to give it proper attention.

San Jose.—O. A. Hale & Co. (H. A. Berk-uist.)

COLORADO.

Denver.—Daniels & Fisher Stores Co. (Kate E. Logue.)
 —Denver D. G. Co. (H. Shields.)
 —Golden Eagle D. G. Co. (Max M. Heller.)
 —A. Hamburger & Sons, Inc. (E. H. Dart.)
 —Joslin D. G. Co. (Wm. Bruce.)
 —A. T. Lewis & Co. (B. Petherick.)
Pueblo.—The Crews-Beggs D. G. Co. (Wm. Young.)

CONNECTICUT.

Bridgeport.—Smith, Murray & Co. (F. E. Blake.)
 —Howland D. G. Co. (Mrs. N. H. Gill.)
Hartford.—Brown, Thomson & Co. (F. H. Le Pard.)
 —G. Fox & Co. (Miss V. Sidwell.)
 —Wise, Smith & Co. (S. Youngman.)
New Haven.—The Edward Malley Co. (Miss Kathryn A. Davis.)
New London.—The S. A. Goldsmith Co. (N. Dreyfus.)

DISTRICT OF COLUMBIA.

Washington.—S. Kann, Sons & Co. (S. L. Nye.)
 —Palais Royal. (Miss Belle C. Morris.)
 —Woodward & Lothrop. (F. E. Woodward.)

GEORGIA.

Brunswick.—Bennett Bros. (Louis Bennett.)
Savannah.—Leopold Adler. (Ed. Mayer.)

ILLINOIS.

Chicago.—Boston Store. (H. B. Runyan.)
 —Butler Bros., Wholesalers. (G. M. Cox.)
 —Carson, Pirie, Scott & Co. (Ralph B. Henry.)
 —Marshall Field & Co. (H. T. Grund.)
 —Sol Klein. (A. I. Novotny.)
 —Sears, Roebuck & Co. (P. A. Murkland.)
 —Siegel, Cooper & Co. (W. J. Doxey.)
 —"The Fair." (Western B. & S. Co.)
 —Montgomery Ward & Co. (Duke Hill.)
 —W. A. Wieboldt & Co. (E. W. Zabel.)
Decatur.—Linn & Scruggs D. G. & C. Co. (B. L. Weaver.)
Evanston.—William S. Lord. (A. L. Bogart.)
Galesburg.—O. T. Johnson Co. (Mrs. B. C. Stuck.)
Peoria.—Block & Kuhl Co. (Gus Meyers.)
 —P. A. Bergner & Co. (W. Schwentser.)
Rock Island.—L. S. McCabe & Co.
 —Young & McCombs Co-operative Store Co. (Alice Kilpatrick.)
Rockford.—D. J. Stewart Co. (Miss A. Weldon.)
Streator.—D. Heenan Mercantile Co. (James A. Finlen.)

INDIANA.

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Elkhart.—H. B. Sykes Co. (E. N. Ryker.)
Evansville.—Fowler, Dick & Walker. (James R. Duncan.)
Ft. Wayne.—Wolf & Dessauer. (Louis S. Dessauer.)

—Beadell & Co., The Peoples' Store. (Mr. Henry Beadell.)
Hammond.—Kaufman & Wolf. (Mr. Green.)
Indianapolis.—Pettis D. G. Co. (J. E. Keller.)
 —Block, Wm. L. Co.
Terre Haute.—A. Herz. (Miss Mayme Henry.)
 —Root D. G. Co. (F. J. Knadler.)
Valparaiso.—J. Lowenstine & Sons. (G. S. Bartholomew.)

IOWA.

Charles City.—The Ruste Co. (Eli C. Garms.)
Davenport.—Harned & Von Maur. (Miss Murray.)
 —J. H. Petersen's Sons. (Louis Crampon.)
Des Moines.—Yunker Bros., Inc. (Miss B. F. Copp.)
Ottumwa.—W. J. Donelan & Co. (Miss L. Johnson.)
Sioux City.—The Pelletier Co. (H. E. Timm.)

KENTUCKY.

Louisville.—The Stewart D. G. Co. (Miss Sadie C. Doyle.)
 —J. Bacon & Sons. (C. A. Weissenberger.)
 —Kaufman Straus Co. (Z. Jacoby.)
 —Herman Straus & Sons Co., Inc. (Miss J. Levi.)

LOUISIANA.

New Orleans.—Maison Blanche. (Miss Kate Connelly.)
 —D. H. Holmes Co. (Nellie Kenner.)

MAINE.

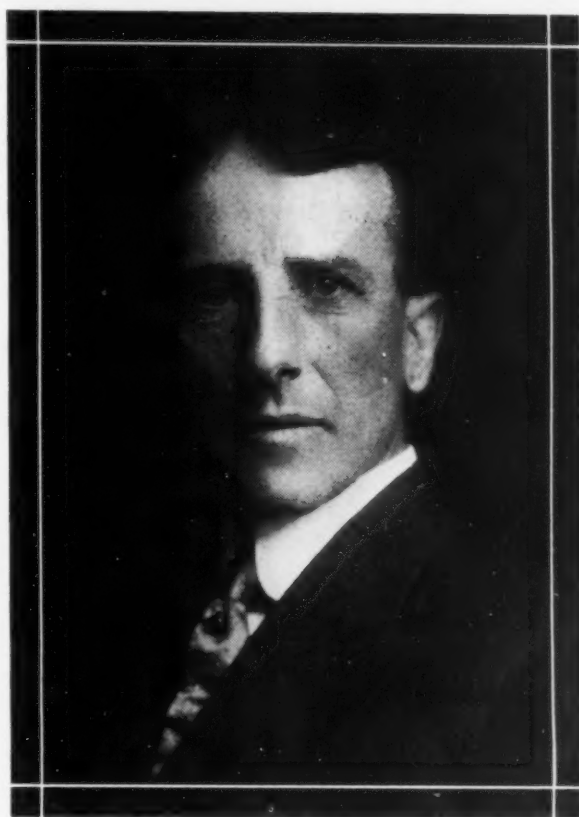
Lewiston.—The Great Dept. Store. (Mrs. Minnie Hodsdon.)
Portland.—Porteous, Mitchell & Braun Co. (O. A. Moore, Jr.)
 —J. R. Libby. (Ralph G. Libby.)

MARYLAND.

Baltimore.—A. A. Brager. (A. Stanley Brager.)
 —A. Eisenberg. (H. J. Bender.)
 —Joel Gutman & Co.
 —Nathan Gutman & Co. (Herbert Gutman.)
 —Hochschild, Kohn & Co. (J. A. Estabrook.)
 —Stewart & Co. (B. Conway.)
 —Baltimore Bargain House, Wholesale. (B. W. Sebal.)

MASSACHUSETTS.

Boston.—Houghton & Dutton. (Rodney Foss.)
 —Jordan, Marsh Co. (E. A. Pitman.)
 —Murphy Bros. Co. (J. J. Murphy.)
 —Henry Siegel Co. (Mrs. E. B. Sullivan.)
 —Timothy Smith & Co. (H. F. Gouch.)
 —R. H. White Co. (Kenneth Berger.)
Fall River.—R. A. McWhirr Co. (Frank W. W. Sanford.)
Fitchburg.—Nichols & Frost. (J. H. Potter.)
Gloucester.—Wm. G. Brown & Co. (Wm. G. Brown, Jr.)
Haverhill.—Mitchell & Co. (Miss G. W. White.)
Lawrence.—Reid & Hughes Co. (Mrs. Henderson.)
Lowell.—A. G. Pollard & Co. (Jas. A. Burns.)
Lynn.—P. B. Magrane & Co. (Jos. A. Magrane.)



JAMES B. TAYLOR

President of The Corner Bookstores, Ithaca, N. Y.

JAMES B. TAYLOR inherited the bookman's glow and all the enthusiasm of a father who began business the year Cornell University was founded in Ithaca, 1868. From high school in the eighties he went to his father's book store and there during twenty-five years he has nurtured its development, until now it is a corporation of extensive operations having two stores, one in the town proper, the other on the hill at the entrance to the college campus, as well as a manufacturing plant that operates a dozen embossing and engraving presses. Mr. Taylor is on the Board of Trade of Ithaca, and a member of the executive board of the George Junior Republic at Freeville.

Pittsfield.—England Bros. (Katherine Marion.)
Salem.—Almy, Bigelow & Washburn. (Miss H. L. Barker.)
Springfield.—Forbes & Wallace. (E. B. Noyes.)
Worcester.—Barnard, Sumner, Putnam Co.
 —Denholm McKay Co. (W. C. Everett.)

MICHIGAN.

Bay City.—Hawley D. G. Co. (S. C. Musial.)
Detroit.—J. L. Hudson Co. (Miss Mabel E. Crittenden.)
 —Crowley, Milner & Co. (F. L. Diggs.)
 —Henry Blackwell Co. (F. R. Hettinger.)
Grand Rapids.—Chas. Trankla & Co. (H. G. Robertson.)
 —Hazeltime & Perkins Drug Co. (J. H. Hagy.)
 —Herpolsheimer Co.
Jackson.—L. H. Field. (Miss Herrington.)
Kalamazoo.—J. R. Jones' Sons Co. (W. O. Jones.)



MINNIE J. SHARPSTEEN

Book Department, Hills, McLean & Haskins, Binghamton, N. Y.

MISS SHARPSTEEN is not only thoroughly loyal to the house with which she has been associated for the past sixteen years as manager of the book department, but she radiates an enthusiasm for books, and the things that good literature stands for, to an unusual degree. Her department, which is located on the second floor, is one to be proud of. It is a book store, quite by itself, and its arrangements for the display of its ample stock shows its manager a business woman of marked genius.

Lansing.—The F. N. Arbaugh Co. (Frank E. Baker.)
Saginaw.—Wm. Barrie D. G. Co. (C. O. Brush.)
 —M. W. Tanner Co. (L. W. Bixby.)
Traverse City.—Hannah & Lay Mercantile Co. (Fred C. Colyer.)

MINNESOTA.

Duluth.—I. Freimuth. (David Loewers.)
 —Glass Block Store Co., Inc., Pantan & White. (Miss E. Stedje.)
 —J. J. Moe & Sons Co. (A. H. Moe.)
Minneapolis.—The Dayton Co. (John N. Skinner.)
 —Butler Brothers, Wholesalers. (W. G. Trecker.)
 —L. S. Donaldson Co. (F. O. Williams.)
 —Minneapolis D. G. Co. (W. C. Whitney.)
 —Powers Mercantile Co. (L. H. Wells.)
St. Paul.—"The Golden Rule." (St. Paul B. & S. Co.)

MISSOURI.

Kansas City.—Jones Store Co. (A. M. Levy.)
 —Geo. B. Peck D. G. Co. (P. A. McKenna.)

—Emery Bird Thayer D. G. Co. (C. B. Sefranka.)
St. Joseph.—Townsend & Wyatt D. G. Co. (Thos. R. Wall.)
St. Louis.—Butler Bros., Wholesalers. (Wm. A. Cunningham.)
 —"Famous & Barr" Co. (P. J. Sefranka.)
 —Stix, Baer & Fuller D. G. Co. (Thos. D. Porcher.)

NEBRASKA.

Lincoln.—Miller & Paine. (J. H. Willis.)
 —H. Herpolsheimer Co. (P. R. Elliott.)
Omaha.—J. L. Brandeis & Sons. (Western B. & S. Co.)
 —Hayden Brothers. (E. Higgins Co.)
 —Thos. Kilpatrick Co. (Robert Cowell.)
 —Orkim Bros. (Henry Kieser.)

NEVADA.

Reno.—Gray, Reid, Wright Co.

NEW JERSEY.

Newark.—L. Bamberger & Co. (George J. Schindel.)
 —Hahne & Co. (Miss H. J. Pfanstiehl.)
 —W. V. Snyder Co. (George O. C. Velsor.)
Paterson.—Quackenbush & Co. (F. A. Orr.)
Trenton.—S. P. Dunham & Co. (Miss Katherine O'Donnell.)

NEW YORK.

Albany.—W. M. Whitney & Co. (Miss Hopkins.)
 —John G. Meyers Co. (Mr. Chalmers.)
 —Waldman Bros. (M. C. Waldman.)
Binghamton.—Fowler, Dick & Walker. (Miss Harriet B. Mason.)
 —Hills, McLean & Haskins. (Miss M. J. Sharpsteen.)
Brooklyn.—Abraham & Straus. (Latimer Willis.)
 —H. Batterman Co. (Miss S. Holzer.)
 —Bedford Co. (L. Kammerer.)
 —Frederick Loeser & Co. (L. A. Keating.)
 —John McCormick. (E. D. Burden.)
 —Levi Bros. & Co. (Nathaniel H. Levi.)
 —A. D. Matthews' Sons. (Miss M. Tracey.)
 —Price & Rosenbaum. (L. Steinmeyer.)
Buffalo.—Adam, Meldrum & Anderson Co. (Henry J. Simons.)
 —J. N. Adam & Co. (S. J. Ryan.)
 —The Wm. Hengerer Co. (Miss T. J. Cummings.)
Ithaca.—Rothschild Bros. (S. D. Rothschild.)
Jamesstown.—Jones & Audette. (C. L. Audette.)
New York City.—Barnett Bros. (Miss M. McLoughlin.)
 —Best & Co. (Adolf Reif.)
 —Bloomingdale Bros. (Mr. Sprague.)
 —L. M. Blumstein.
 —Butler Bros., Wholesalers. (Henry Gerlach, Jr.)
 —H. B. Claffin Co. Wholesalers. (W. H. Arnold.)
 —John Daniell, Sons & Sons. (Mrs. Jean-not.)
 —Greenhut-Siegel Cooper Co. (Miss Mae Perks.)
 —Gimbel Brothers. (Ralph W. Leonard.)
 —H. C. F. Koch & Co. (Miss Rose Josephs.)
 —J. Lauchheimer & Co., 86th St. and 3d Ave. (Edgar F. Bayley.)

- McPartland & O'Flaherty. (Wm. Middleton.)
 —R. H. Macy Co. (Miss E. L. Kinnear.)
 —A. Neuhaus & Co., 466 Columbus Ave. (Miss Stucker.)
 —O'Neill-Adams Co. (Max Hesslein.)
 —James R. Senior, Inc. (Ray Senior.)
 —Syndicate Trading Co., Wholesalers. (W. H. Arnold.)
 —John Wanamaker. (Warren Snyder; W. J. Macmillan, Asst.)
Rochester.—E. W. Edwards & Son. (Miss L. A. Kinney.)
 —Burke, Fitzsimons, Hone & Co. (Edward Toole.)
 —Duffy-Powers Co. (Miss M. J. Burt.)
 —McCurdy & Norwell Co. (Guy L. Lee.)
 —Sibley, Lindsay & Curr Co. (R. G. Powers.)
Schenectady.—H. S. Barney Co. (Miss Elizabeth A. Ledger.)
 —Reeves-Lufman Co. (M. P. Swart.)
Syracuse.—E. W. Edwards & Son. (M. Bettinger.)
 —Bacon, Chappell Co. (H. J. Groat.)
 —Dey Bros. & Co. (John B. Murphy.)
 —The Hunter, Tuppen Co. (Charles F. Tuppen.)
 —H. G. Stone. (Walter R. Stone.)
Troy.—Wm. H. Frear & Co. (Richard V. Page.)
Utica.—A. S. & T. Hunter. (C. A. Vencill.)
 —Robert Fraser. (J. T. McDermott.)

OHIO.

- Akron.*—M. O'Neil & Co. (William E. Glass.)
 —C. H. Yeager Co. (Chas. W. Grafton.)
Canton.—Kenny Bros. (J. H. Kenny.)
 —Wm. R. Zollinger & Co. (Harry C. Zollinger.)
Cincinnati.—Hanke Bros. (Wm. Davis.)
 —Geo. W. McAlpin Co. (Miss L. Duzan.)
 —John Shillito Co. (Western Book and Stationery Co., Chicago.)
Cleveland.—The May Co.
Columbus.—The Beggs Co. (Chas. Crowley.)
 —The Z. L. White Co. (A. J. Scott.)
Dayton.—Elder & Johnston Co. (Fred Fleischauer.)
Norwalk.—C. F. Jackson Co. (A. C. Steckel.)
Portsmouth.—Anderson Bros. Co. (A. N. Horr and E. C. Hood.)
Sandusky.—Herb & Myers Co. (M. R. Herb.)
Springfield.—The Edw. Wren Co.
Toledo.—W. L. Milner & Co. (George W. Schwager.)
 —La Salle & Koch Co. (The E. Higgins Co.) (A. E. Eckle.)
Youngstown.—G. M. McKelvey & Co. (Miss Froggett.)
Zanesville.—The H. H. Sturtevant Co. (Harry G. Hays.)

OREGON.

- Portland.*—Lipman Wolfe & Co. (Mrs. K. Ormsby.)
 —Meier & Frank Co. (Vivian P. Cooley.)
 —Odds, Wortman & King. (Mrs. Adah D. Poince.)

PENNSYLVANIA.

- Allentown.*—Hess Bros. (Miss E. S. Cawley.)
 —Zollinger-Harnard Co. (W. C. Harned.)



DORA SCHMIEDING

With Joske Bros. Company, San Antonio, Texas.

MISS SCHMIEDING is a "Department Store person," so she says, having started to work in one of the largest stores in St. Louis. The head of that department once remarked, that the book world did not need any more books (and that was years ago), but did need people to sell and keep them clean. She took this man's opinion seriously, and after a long term of dusting, clapping, stacking and selling, she had the offer of becoming buyer, which position she accepted, and has held for the past four years. She enjoys her work immensely and in compensation for some trying days she realizes after all that a Book Department's public is a little different, and a little better than the "other" public.

- Altoona.*—Wm. F. Gable & Co.
Easton.—Wm Laubach & Sons. (Charles M. Laubach.)
Erie.—Erie D. G. Co. (The Boston Store.) (R. Spittal.)
Harrisburg.—Dives, Pomeroy & Stewart. (L. V. Harvey.)
Johnstown.—Penn Traffic Co. (Roland A. Gibson.)
Lancaster.—Leinbach & Co. (Miss B. Pickle.)
 —The Donovan Co. (Charles Wagner.)
 —Hagar & Bro. (Robert C. Masterson.)
 —Watt & Shand. (Edward G. Eby.)
Philadelphia.—Gimbel Bros. (Jos. Scammell.)
 —Lit Bros. (Miss K. A. Callan.)
 —N. Snellenburg & Co. (Edward Hugel.)
 —Strawbridge & Clothier. (Walter S. Lewis.)
 —John Wanamaker. (Warren Snyder; Walter Cox, Asst.)
Pittsburgh.—Boggs & Buhl. (Mrs. Anna S. Morris.)
 —Joseph Horne Co. (J. C. Kemp.)
 —Kaufman Bros. (T. Edw. Jones.)



RALPH B. HENRY

Manager, Book Department, Carson, Pirie, Scott & Company, Chicago.

RALPH HENRY first learned the art of merchandising books in Indianapolis, where he was born, under Mr. J. E. Keller, at the New York Store. Graduating after five years of schooling there he became buyer for Joske Bros., San Antonio, Texas. In time he accepted a similar post with Miller & Rhoads, of Richmond, Va., and three years ago he assumed his present large responsibilities in Chicago. He is a lovable, clean-cut young man with a host of friends, and a business method that ranks him in the genius class.

Reading.—Dives, Pomeroy & Stewart. (C. C. Chrismer.)
—Lord & Gage. (Miss M. M. Gordon.)
Schanton.—Jonas Long's Sons. (Mrs. Alice Kenney.)
Wilkes-Barre.—Jonas Long's Sons. (Mrs. Mary Sheehan.)
—Fowler, Dick & Walker. (Thomas F. Heferman.)
Williamsport.—Bush & Bull Co. (J. T. O'Brien.)

RHODE ISLAND.

Newport.—King & McLeod. (J. H. Barrett.)
Providence.—Callender, McAuslan & Troup Co. (R. F. Meyersahm.)
—The Shepard Co. (Miss Helen J. Hoepp.)

TENNESSEE.

Chattanooga.—D. B. Loveman Co. (B. E. Loveman.)
—Miller Bros. Co. (J. C. Sieving.)
Knoxville.—Caldwell-Edington D. G. Co. (E. E. Caldwell.)
—M. M. Newcomer Co. (Mrs. R. J. Carns.)

Memphis.—J. Goldsmith & Sons Co. (David S. Levy.)
Nashville.—Castner-Knott D. G. Co. (Max Hesslein; Miss M. Wright, Asst.)
—Bry-Block Mercantile Co.

TEXAS.

Austin.—E. M. Scarbrough & Sons. (Geo. J. Worth.)
Dallas.—Sanger Brothers. (C. C. Millington.)
Ft. Worth.—The Fair. (L. W. Bevan.)
San Antonio.—Wolff & Marx Co. (A. F. Dugosh.)
—Joske Bros. Co. (Miss D. Schmieding.)
—Saul Wolfsohn D. G. Co. (A. Wolfsohn.)

VERMONT.

Burlington.—J. W. McAuslan Co. (Miss L. Michaud.)

VIRGINIA.

Norfolk.—Miller, Rhoads & Swartz, Inc. (M. Chubb.)
—Watt, Rettew & Clay, Inc.
Richmond.—Miller & Rhoads, Inc. (Miss Mattie Madison.)
—The Cohen Co. (Miss Rose Duffy.)

WASHINGTON.

Seattle.—The Bon Marché. (R. G. H. Nordhoff.)
Tacoma.—Rhodes Bros., Inc. (P. K. Perrett.)

WEST VIRGINIA.

Morgantown.—Acme Dept. Store. (E. B. Fuller.)
Wheeling.—Stone & Thomas. (W. E. Rownd.)

WISCONSIN.

Fond du Lac.—The O'Brien D. G. Co. (Benj Wild.)
La Crosse.—Wm. Doerflinger Co. (J. V. Rudolph.)
Marinette.—Lauerman Bros. (Louis Peters.)
Milwaukee.—Gimbel Bros. (Western B. & S. Co.)
—The Boston Store. (E. Higgins.)
—Espenhain & Co.
—Kroeger Bros. Co. (John S. Kroeger.)
—Ed. Schuster & Co., Inc. (Leo Arnstein.)
Oshkosh.—F. A. Plummer Co., Ltd. (J. Y. Hull.)
Sheboygan.—H. C. Prange Co. (E. G. Borth.)

BEAT HIM TO IT.

F. IRVING FLETCHER, at the Sphinx Club dinner in New York, told a striking advertising story.

"I once made a bet with a dry goods dealer," said Mr. Fletcher, "that he couldn't spend in a year on advertising all he made in that year." The man took me up and sailed in.

"But he lost his bet. Though his advertising bills grew bigger and bigger, he lost. For the more he advertised the more he sold, and in the end, after starting eight branch stores, he gave in and paid me my money."

Mr. Fletcher then added impressively:

"Any dealer, dry goods or otherwise, who doesn't believe this story need only to try it himself to be convinced."—*Milwaukee Free Press.*

QUALIFICATIONS OF THE MODEL BOOK.

SPECIFICATIONS LAID DOWN IN THE REPORT OF THE BOOK PRODUCTION COMMITTEE OF THE BRITISH LIBRARY ASSOCIATION, RECENTLY ISSUED.

THE Book Production Committee of the British Library Association has recently published a preliminary report in which it specifies in practical detail the ideal model to which the books, as the librarian views them, should conform.

This preliminary report, from a committee which has been at work for several years past, is published at this time to gain for the recommendations proposed further criticism, suggestion and support. The committee was established "as an advisory body to deal with everything connected with the production of books from a bibliographical and technical point of view." It resolved itself for work into sub-committees as follows: Paper, Messrs. H. T. Coutts, W. Powell, E. W. Hulme and R. W. Sindall; printing and illustrations, Messrs. C. J. Davenport, C. T. Jacobi, C. T. Pollard and Emery Walker; sewing and publishers' binding, Messrs. D. Cockerell, C. J. Davenport, E. W. Hulme and G. A. Stephen. The other members of the main committee are H. R. Tedder, L. C. Wharton and A. J. Philip.

Already improvements in publishers' books can be noted, says the report, some at the direct suggestion of the committee. The purpose of this report is to draw up the committee's consensus of what are the best methods and materials commonly used in commercial bookmaking. The report says:

BIBLIOGRAPHICAL DESCRIPTION

ONE of the first duties the Committee undertook was the consideration of the bibliographical requirements of a book.

TITLE-PAGE.—In dealing with the title-page it was decided that it should be dated in every case and that the dates of previous editions and impressions should be stated on the back of the title-page or on the half-title in all copyright books. This is already done by many of the best publishing houses, but there are still some glaring instances of omission. Title-pages and indexes should also be included in periodicals and books issued in parts. It was also decided that for the information of librarians and bibliographers, every book of importance should contain its own printed collation. As regards the cheaper books, much might be done in the case of those works which, published at a low price, are nevertheless expected to rank as standard authorities in their particular subjects.

In addition, each book should contain a list of contents and index, if the nature of the book requires one; a list of all plates, maps, plans, etc., not included in the list of contents, should also be given.

BLANK FLY-LEAVES.—Blank fly-leaves should always be placed at the beginning and end of the book, but these should not be included in the pagination. At least one blank leaf is to be left by the printer at the begin-



GEORGE R. BINGHAM

*Buyer for the Book and Stationery Department,
Sears, Roebuck & Company, Chicago.*

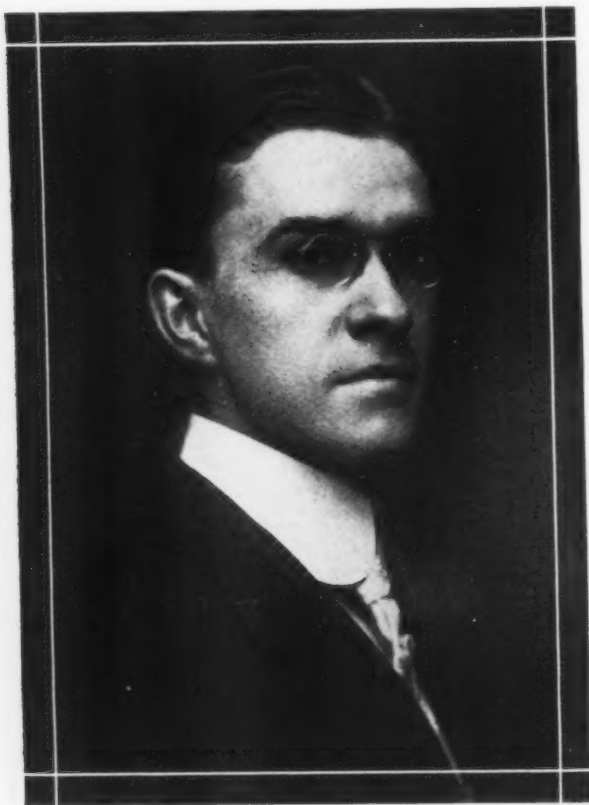
GEORGE R. BINGHAM was born in Chicago. He started in to work with Sears, Roebuck & Company thirteen years ago—his first position in business—and has been with them ever since. He began at the bottom of the ladder and has steadily climbed upward, until he now holds the position of buyer in the Book and Stationery Department—one of the largest book departments in America.

ning and end of the book so that the end papers need not be "tipped" to the printed page. This does not refer to "Library Bindings" where the end-paper fly-leaf and the linen guard for the first section are all treated as one.

In the case of series of works the title of the series should always appear on the half-title, or title, as well as on the binding.

PLATES.—Plates, that is, illustrations other than those in the text, should bear their own titles or a distinctive mark. The "tissues," that is, the sheets of tissue paper either inserted or sewn in, should not be used for this purpose. The purpose of the tissue is usually a protective one.

As far as possible all plates should be guarded and not edged or tipped in. Tipping in this connection is understood to be pasting the edge of the plate so that it adheres to the paper of the book. Guarding on the other hand includes plates in pairs being sewn as part of the section, mounting on linen joints and sewn through, or single plates with sufficient back margin to allow of their being folded round the section and sewn through.



J. W. LE GALLEZ

Manager, Jacobs' Book Store, Philadelphia.

J. W. LE GALLEZ associated himself with George W. Jacobs & Company, retail department, seven years ago. His early training in the art of selling books was received under A. H. Clapp, of 32 Maiden Lane, Albany, N. Y., who was noted in his town and in his day as one of the best informed bookmen at the Capitol City. The full responsibilities of manager came to Mr. Le Gallez when the firm divided the publishing and retailing departments, and since assume them he has "made good" in the Quaker Town.

END OF VOLUME.—The end of a work should be clearly indicated on the last page, while if the volume is only part of a complete work, or is in the nature of a serial, the fact should be clearly indicated on the last page of each particular volume or section.

HEADLINES.—The headline should not be merely the title of the book repeated on every page, but should be descriptive of the contents of the page unless descriptive shoulder or marginal notes are used. It is felt in this respect that the repetition of the title on both the recto and verso pages is very objectionable, and while page contents on recto only is an improvement on this, there is no doubt that the contents on both pages indicated in the headline is most to be desired.

SIGNATURES.—It is desirable that the signatures of the preliminary matter and the text should be kept distinct.

PRINTER'S NAME.—The name of the printer must be placed on every book, and it is suggested, for the encouragement of good printing, that the name of the printer, with his device, if approved (by the publisher), should be prominently placed either at the foot of

the last page or on the first blank page following.

IMPOSITION.—Pages should be imposed so that when the book is folded the edges will not show inequality of the margin of particular pages or sections.

PAPER.

Although the quality of the paper is an important matter in every investigation relating to books, it must not be forgotten that there are several factors of equal importance in determining the life of a library book. The present report is, however, confined to the subject of the quality of the paper used in modern books found in public libraries. There are innumerable qualities in all classes of paper, and in dealing with paper as a whole, it must be remembered that it is impossible to lay down any exact standard applicable to all classes equally. It is a fact that two papers of exactly the same constituents may have different values when tested for breaking strain or resistance to attrition. It is obvious, although comparatively little attention has been paid to this, that re-pulping of inferior materials results in an enormous loss in value of the fibrous nature of the paper, and the common practice of using paper to make paper no doubt accounts largely for the decrease in the quality of book paper that has taken place during the last twenty years.

From the large number of books examined it is evident that the papers may be roughly classified into four types:

(1) Papers of the light, spongy character known as antiques or feather-weight papers.

(2) Printing papers with a moderate finish, or surface, containing not more than 15 per cent. mineral matter.

(3) Highly surfaced printing papers containing 25 to 30 per cent. mineral matter.

(4) The so-called "art" papers which consist of paper surfaced on both sides with mineral matter.

Without any special investigations it is a matter of common knowledge that papers in classes 1 and 4 may be considered as having little or no merit from the point of view of durability. They are employed, however, to a very large extent in modern books, a fact which is greatly to be regretted.

ANTIQUES.—These papers are used because they produce a bulky book with a minimum of weight. It is a matter of daily experience, however, that books of this type in a public library go to pieces in a few months. The book will not lie open flat, and readers bend the book back in the endeavour to keep it open.

There is no inherent fault as far as the constituents of the paper are concerned, the defects arising from the conditions of manufacture. The paper consists of fibres which are very loosely interwoven, and the surface is left in a rough condition. The paper, therefore, has no strength and easily absorbs dirt.

ART PAPER.—The use of this paper is resorted to chiefly on account of the smooth surface which enables the printer to use half-tone blocks for the production of illustrations. The coating of paper with mineral matter

renders it brittle, so that the process of binding is exceeding difficult.

In regard to these papers it is clear that the *antiques* should not be used in ordinary library books. As to *art* papers, seeing that there is no efficient method of producing the high surface considered indispensable by printers, we think it necessary to suggest that the use of art paper should be limited to the production of the illustrations required for a book. It seems reasonable to suggest that the letterpress should be printed on ordinary paper and the illustrations on a thin art paper coated one side only, the illustrations being guarded into the book.

Now, taking into consideration the papers of classes 2 and 3, it may be pointed out that the heavily loaded supercalendered printing papers are used as a sort of compromise between art paper and an ordinary calendered printing paper. Books made from paper of this type are heavy, and do not resist the wear and tear of a public library. The paper is weak and easily breaks when folded, so that books made from it exhibit rough edges and broken corners very quickly.

A STANDARD PAPER.—It is hardly practicable to set out a specification for a standard printing paper which shall answer all requirements. At the same time, seeing that the majority of books published for sale to the general public consist of light literature with a few illustrations, it is possible to indicate the general character of a paper suitable for ordinary purposes. Special and abnormal cases naturally require particular attention.

In such circumstances papers belonging to class 2 would be acceptable, and certainly more suitable for the production of books calculated to last a reasonable time and to resist a normal amount of wear.

Such a paper should be made from the normal paper-making materials, such as rag, esparto, and chemical wood; should not contain more than 15 per cent. mineral matter; and should not be over-bleached nor excessively calendered.

The paper should be carefully made so as to possess a firm, close texture, the thickness being determined largely by the size of the page of the book.

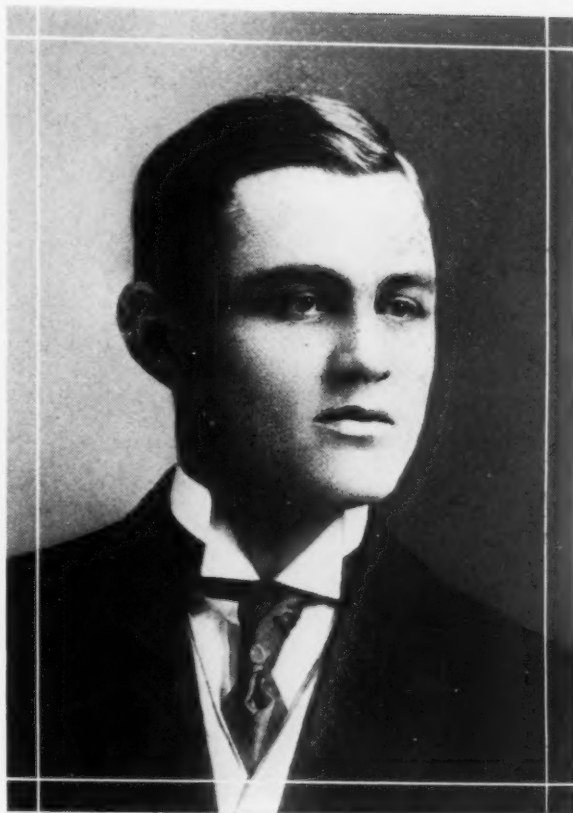
The question of suitable thickness of paper is, of course, a difficult one. Thick stiff paper in octavo books, for example, is undesirable, for the books will not lie open. On the other hand, the flexibility of a book is so much a matter of binding that the two factors must be considered simultaneously.

As a general rule a thin, strong paper is preferable to a thick one, but we may note that the practice of using a very thin paper in order to reduce the actual bulk of a book cannot be recommended for library books.

The advantage to be derived from attention to these particulars is to be found in the manufacture of a strong flexible paper which will stand considerable folding and wear.

PRINTING.

TYPE FACES.—Generally the revived Old Style should be adopted for book work, and the more old-faced character for volumes of an antiquarian nature. These two classes of



JESSE SPEIGHT

Manager, St. Louis House, American Baptist Publication Society.

JESSE SPEIGHT was born in Waco, Texas. He has grown up in the book business with first experience during his school days in charge of the Book Concern of Baylor University in his home city. From Waco, before completing his college course, he took a position as shipping clerk with the Dallas Branch of the American Baptist Publication Society, and in 1906 was made manager of the house. He was transferred in 1910 to his present position, and since then has experienced the pleasure of a substantially increasing volume of business each year.

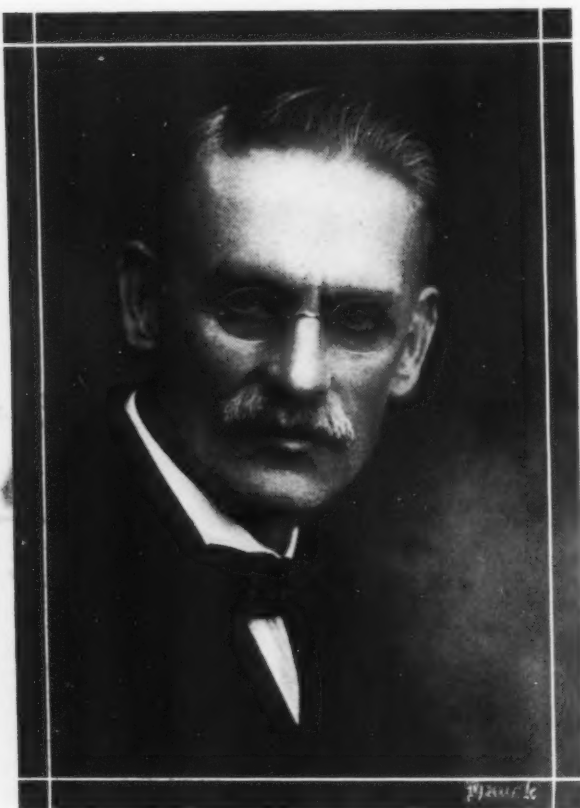
type always look best on rough antique, or handmade paper, and unless illustrations in the text actually demand its use, rolled or calendered paper should not be employed in printing these founts of type. Regard should be had to the recommendations in the former chapter on Paper.

SIZES OF TYPE.—The size of type should be chosen as far as possible according to the dimensions of the volume to be printed. A good average is as follows:

for 8vo 6 $\frac{3}{4}$ x4 $\frac{1}{4}$ in. use 10 point
 " 8vo 7 $\frac{1}{2}$ x5 in. " 11 "
 " 8vo 8 $\frac{3}{4}$ x5 $\frac{5}{8}$ in. " 12 "

Other sizes both larger and smaller may be regulated on the above basis. When a choice of two sizes offers always select the larger, as being more readable.

It must be remembered that all point body types of the same size do not give either the same number of letters to a given space or the same size face letter for an equivalent body size; in other words, a 10-point Old Style may occupy more space than say a 10-point Modern font of condensed character. For that rea-



P. O'MAHONEY

Proprietor of the Lincoln Book Store, Lincoln, Neb.

PAT O'MAHONEY of Lincoln, Neb., joined the American Citizens' Association and the book business about thirty years ago, and has held on to the first ever since, while the second has held on to him. Twenty years ago he drifted out to Lincoln, and since then in conjunction with his distinguished townsman W. J. Bryan, he has been doing his best to lead the people in the way they should go by the dissemination of books, lectures and other things. He brands as a falsehood the assertion that he is opposed to the A. P. A., and thinks the rumor is traceable to John Coyle, of Chicago.

son due regard must be had to the actual style or design of type decided upon.

SPACING OF LINES.—Wide spacing is always objectionable, but as close spacing in long lines is tiring to the eye in reading, a medium degree of spacing should as a general rule be adopted. If a difference is to be made the fact of the matter being set either solid or leaded should determine the point. The present tendency to wide spacing should be checked as much as possible.

LEADING OF PAGES.—Leading is an advantage when the lines are long, or the font used is a small one, because it assists the eye to take up the continuity from one line to the other. Large type set to a narrow width or measure need not be leaded. Again, it is better, as being more legible and more economical, as regards cost of composition, to employ a large font of type either set solid or with a medium lead, than to use a smaller one which is excessively leaded.

HEADLINES OF PAGES.—Headlines should be sufficiently large and distinct, without over-

topping the page so as to show the contents at a glance. The roman capitals of the body type are recommended for this purpose if the line is not too crowded, but if cramped the roman lower-case, of one size, or preferably two sizes, larger of the same series of type is advised.

MARGINS OF THE BOOK.—The printed page, that is the actual paper covered by the printed type, should not be centered on the page of paper but the surrounding margin should be graduated so that when the book is open the two pages may show a pleasing proportion. The narrowest margin should be the inner or back margin of each page, the proportion being slightly increased for the head, fore-edge, and tail. In order to preserve some connection between the two open pages, 75 per cent. more margin is advised on the fore-edge than on the inner margin of each page, and to secure a good tail the same proportion should be adopted for the bottom margin as compared with the head: *e.g.*, commencing with the inner margin these proportions may be represented by the numbers 4, 5, 7, 8¾, and these figures, in pica ems, taking, say a demy 8vo volume, should roughly give appropriate margins for a suitable page of an average type area.

THE TITLE-PAGE.—Simplicity should be aimed at by limiting the amount of wording on the title-page, and by adopting only one character of type face, in as few sizes as possible, for the whole display of the page. Fancy or ornate types should not be used on a book title-page.

ILLUSTRATIONS.—Nearly all typographical blocks at the present time are either line or half-tone reproductions. It should be borne in mind that those reproduced by the line method are more in harmony with type than the other process, and if these line blocks have to be drawn specially for the work they should be designed with a regard to the type to be employed, because it is possible to obtain a much better result in this way than if they are drawn without this consideration. On the other hand, if the drawings have already been made it may be possible to select a font and size of type that will not be out of keeping with the artist's work. Moreover, if the work consists of many half-tone blocks and they can be grouped into full-page plates, they should be so printed and arranged as to fall at the end of the volume—this will then permit of the text itself being printed on a paper with a natural surface, and only the illustrations need be printed on rolled, calendered, or coated paper.

BINDING.

RECOMMENDATIONS with regard to the binding of a book fall naturally into two forms: (1) the enumeration of those features which should be objected to; (2) features to be recommended.

Objection should be taken to the following:

1. Sewing by machines that slit the heads and tails of the sections.
2. Sewing "two sheets on," except in the case of extra thick volumes printed on very thin paper. "Two sheets on," it may be ex-

plained, is a trade term used to describe a method of sewing which prevents an undue thickness in books having many sections. By this method two sections are treated as one, the two sections receiving only the same number of stitches as one section would do by the "one sheet on" method.

3. Sewing with wire, except under the following conditions: The wire to be of a rust-proof alloy; the books to be sewn on a strong, open fabric; and the lining to be of strong fabric in the case of small books and of leather in the case of large and heavy books.

4. Stabbing with wire or thread.

5. Flat back bindings.

6. The use of white and cheap metal foils.

The recommendations of the Committee are presented in the form of specifications; in giving these specifications, however, the Committee would point out that the mere specification in bookbinding is not everything. As in almost every mechanical art or craft the excellence of the result depends to a very large extent upon the workmanship; and the specifications are given more with a view to indicate the result to be aimed at.

The first specification is for the purpose of cased work generally.

PUBLISHER'S BINDING.—Books to be sewn with strong thread.

Books to be sewn "one sheet on" on strong tapes; at least three tapes to be used for crown octavos, four for royal octavos, and an increased number of tapes for books of larger size. Two of the tapes to be placed not more than one inch from the head and tail of book, and the slips to be of good length.

All single leaves and plates to be guarded round the adjoining section and sewn through; or, when the plates are few they may be pulled on paper with the inner margin extra wide in order to allow the paper to be folded round the adjoining section.

End-papers to be of good quality.

Flexible glue to be used in glueing up.

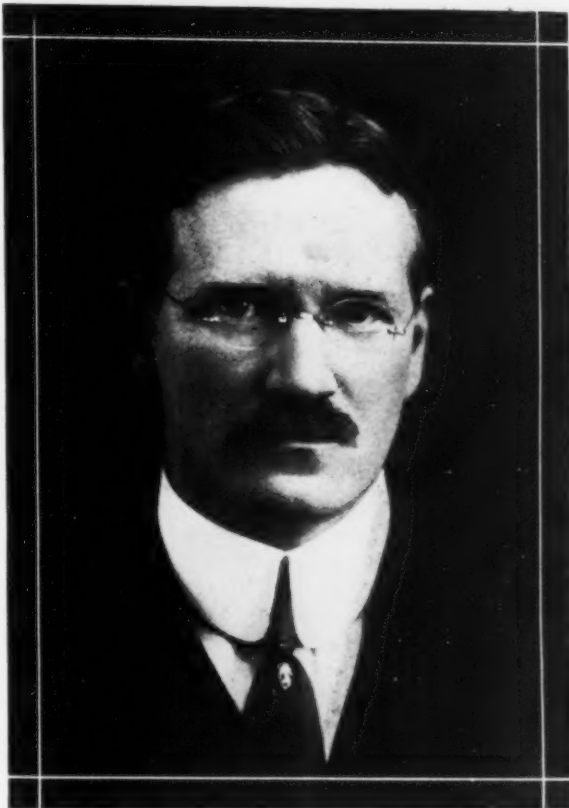
The lining to be of strong, open fabric.

Good quality cloth of fast color to be used.

The fast color referred to in the last paragraph is understood to mean "fast" to light, as well as to moisture. This is pointed out because there are cloths which although fast to light are not fast to moisture, and, on the other hand, there are fabrics fast so far as moisture is concerned, but liable to fade when exposed to light. Both of these terms, however, are relative, as it is obviously impossible to obtain a cloth which will not bleach when subjected to fierce, concentrated light; there are others from which the color may be washed by the use of various acids, etc. Under ordinary conditions, however, it is possible to obtain cloth which satisfies both these requirements without any appreciable loss of strength.

Books to be lettered on back with title and author's name at least; although it is desirable that the back of the book should show either the name of the publisher or place of publication together with the date at the tail.

The second specification given below is designed for publisher's cased work for special library use. This is that binding now de-



LOUIS A. KEATING

Buyer for Frederick Loeser & Company, Brooklyn.

LOUIS A. KEATING, who has just assumed the management of the extensive book department at Frederick Loeser & Company's, started with the American Baptist Publication Society as an errand boy and in course of time has filled about every intermediate position up to that of general manager of the Society's Publishing and Bookselling departments, which position he resigned on February 1st. He is a well-balanced bookman with a wide knowledge of book production and book disposal, and a host of friends. He was made the first president of the Philadelphia Booksellers' Association, and has served on several committees of the American Booksellers' Association.

scribed as "reinforced," but must not be confused with "Library Bindings."

PUBLISHER'S BINDING FOR LIBRARIES.—Books to be sewn with strong unbleached thread.

It is with intention that thread is not specified as to be of linen or cotton, because it is possible to get a good quality of the one which is better than a poorer quality of the other, and it would be invidious to mention any particular make or standard, but in all cases it is understood that the best quality possible, in view of the conditions of each publication, should be used for all material.

Books to be sewn "one sheet on" on unbleached linen tapes; at least three tapes to be used for crown octavos, and a proportionate increase in the number of tapes for books of larger size. Two of the tapes to be placed not more than one inch from the head and tail of book, and the slips to be of good length.

All single leaves and plates to be guarded round the adjoining section and sewn through;

or, when the plates are few they may be pulled on paper, with the inner margin extra wide, in order to allow the paper to be folded round the adjoining section.

The first and last sections guarded with linen; fine cambric for books printed on thin paper.

End-papers with cloth joint sewn as a separate section.

Flexible glue to be used in glueing up.

The lining to be of strong, open fabric.

Good quality boards with a strip of strong linen glued over the slips inside the case.

Good quality cloth of fast color to be used.

Books to be lettered on back with title and author's name at least.

Recently an advance has been made in the direction of adding some ornament to the library bindings. While the Committee feels that any additional expenditure on books for library purposes should be in the direction of improved quality in the material, it is not in any way opposed to, in fact, it rather welcomes, increase in artistic design for books in use in general libraries, both public and semi-public, in the belief that everything tending to increase the respect which the ordinary reader, and, in fact, any reader, should have for books is of advantage. Where the covers of books are printed and not lettered in gold or blind, in the ordinary way, the ink used should always be of a fast nature. Flat back bindings should also be avoided.

In regard to the second specification for reinforced bindings, it is considered essential that gold leaf or white foils should be used, and not metal powder or colored inks.

LIBRARY BINDING.—A request from the Cambridge University Press with reference to a specification for the binding of the "Encyclopædia Britannica" gave an opportunity to lay down a standard of binding for books of a permanent nature. This is a half-morocco binding executed to the specification as follows:

Sewing.—Books to be sewn "all along" by machine, no splitting of head or tail.

Tapes.—Four unbleached linen tapes. The slips to be two inches long, and inserted between "split" boards.

Thread.—Unbleached thread of good thickness.

Plates.—All plates to be folded round the adjoining section.

First and Last Sections.—The first two and last two sections to be lined in their outer folds, and all sections in their centres with strips of linen, and no over-cast.

End-Papers.—End-papers to have a cloth joint, and to be sewn on as a separate section, with at least two extra blank leaves.

Joints.—The volumes to have French joints.

Boards.—Best quality machine-made mill-boards, of suitable thickness, with rounded corners, leather turned in without cutting.

Leather.—Hard grained morocco, to conform to the Society of Arts Specification. East India or Sheep leather prohibited.

Cloth Sides.—Winterbottom's "Imperial Morocco Cloth" fast finish.

It is perhaps necessary to explain one or two of the terms found in this specification, and those preceding. "Split boards" are one thick and one thin board glued together with the tapes, or slips, between. "Over-casting" refers to small stitches taken right through each section from back to front. "Tight back" is a term synonymous with flexible back, and denotes that the material used for the back of the book, usually leather, is glued down to the book itself, that is, the paper of the book.

REINFORCED LIBRARY BINDING.—Another specification of considerable interest is that in use for reinforced library bindings.

1. The best pigskin is used for the backs, and buckram for the sides; or the backs can be covered in pluvisin, or similar material. Morocco can be used for the backs, if desired, at a slightly increased cost.

2. In sewing the sheets the sections are linked together by numerous stitches which are quite independent of each other, so that if through rough handling a stitch were to break the others would not be affected. This sewing is a great improvement on the old style.

3. The possibility of any strain of the cover on the leaves is removed by a patent system of linen joints, also by a French joint on the cover, giving freedom to the hinge.

4. The first and last sections, being used more than the rest, are oversewn and lined in the centre with jaconet.

5. Tight or loose backs are adopted, according to the quality of the paper.

THE RISE OF THE "ADVERTISING STAMP"—A NEW POPULAR CRAZE.

AMERICAN booksellers and stationers will be interested in the following particulars about the new "advertising stamp" craze already mentioned by the PUBLISHERS' WEEKLY, which bids fair to score a success such as that of the picture post card. The new "craze," as a writer in the New York Sun calls it, has won its way in Europe in six months and already entered America—via the booktrade, too.

"Reclamé Marken," which in English means "Advertisement Stamps," is the German name of this new fad. They resemble postage stamps, though they are usually a little larger. Like them they come in sheets, are perforated and easily torn apart. They are bright in color, adhesive, of endless variety of subject and purpose.

Thousands and thousands of these picture stamps are everywhere in evidence. Stationers' windows fairly glow with their bright bits of reds and blues and greens; department stores devote entire counters to their display and sale, and scarcely a boy or girl in the great empire of the Kaiser is without an album, large or small, in which is a growing collection of "marken."

The craze for collecting these (for it has truly assumed the proportions of a craze) has passed up into the older generation, to the grown-ups, who find pleasure and occupation in collecting the high-class "marken" which

are now rapidly appearing on the scene—reproductions of famous masterpieces, in color in monotone or etching, brilliant poster effects, and veritable gems of art.

What are "*Reclamé Marken*," what called them into being, and what are they used for?

Less than eighteen months ago an important South German manufacturer of chocolates and sweets issued several highly attractive poster show cards advertising his wares. When the

In the same way, sets of military stamps were issued—pictures of all sorts of soldiers, German and French, English and Russian, infantry, cavalry, and artillery—and sailors and ships, men-of-war and marines of all nations. And then came series of animals, wild and domestic, birds, butterflies and insects, buds and blossoms. Every butcher and baker, grocer and candlestick maker was making effective bids to attract the children



SUGGESTIVE WINDOW DISPLAY FOR MARY ROBERTS RINEHART'S LATEST NOVEL, "THE AFTER HOUSE." MADE BY JORDAN, MARSH & CO., BOSTON, MASS. (HOUGHTON MIFFLIN COMPANY, PUBLISHERS)

popularity of these posters was at its height the firm conceived the idea of having them reproduced in small label form, of the size and character of postage stamps, with gummed back, to be pasted on each letter and post card they sent out—and they sent out a great many. One of these little pictures was also placed within the wrapper of each penny piece of chocolate.

Before long the children were buying their chocolate sticks for the sake of the souvenir stamp. The idea had caught on and other manufacturers followed the example as quickly as the lithographers could be set to work. Soon an important coffee roaster was distributing "stamps." Bakers of bread and biscuits, cocoa manufacturers and milk dealers, and in their train hundreds more, followed with stamps illustrating in attractive form some of the most popular fairy tales. In this way appeared Red Riding Hood, Cinderella and Robinson Crusoe, each story told in a series of some half dozen pictures, which the children were eager to gather and hoard.

to his shop by offering these stamps free. And the children came, that's certain.

But all this proved merely a prelude to the craze of the picture stamp. Art publishers—and in Germany their name is legion—realized that the time was ripening for them to enter the lists with collections of a more artistic quality, of greater variety and of a superior character of stamp. As a consequence every known process of the printing trades was called into requisition and numberless firms have issued formidable collections of excellent material, embracing every imaginable subject, including miniature reproductions of almost every known masterpiece. All these are now sold to countless collectors, young and old, at the price of from 1 to 10 pfennig each (one-fifth of 1 cent to 2 ½ cents each).

But this is not all. Many other and important uses are being made of the picture trading stamps; for example, as "boosters" for local exhibitions, of which there seem to be no end in Germany, and for particular towns, where individuals as well as tradesmen

will for months paste to every letter or post card a picture stamp illustrating some view or feature of the town or exhibition and thus impress the same on the minds of the public.

Steamship routes and boat lines issue stamps with appropriate designs, urging their use on the travelling public. Railroads, too, as, for instance, with pictures of Niagara, bearing the legend, "The Niagara Route." Millions of stamps are issued and spread abroad, boosting certain localities for homes, with glimpses of pretty cottages and with "For Health and Comfort Live in Charlottenburg" conspicuously printed on them.

Thousands of presses and many times that number of individuals have found profitable enjoyment in their designing, plate-making and printing; thousands more in marketing them. Several of the most important art publishers and advertising concerns of the United States have already placed their orders. America is going to follow the example, just as it did in the making and distributing of the picture post card. And with American energy and ingenuity, it will develop and extend the usefulness of the picture stamp to the uttermost.

NOTES FROM PARIS.

SPECIAL CORRESPONDENCE TO THE LONDON BOOKSELLER AND THE NEW YORK PUBLISHERS' WEEKLY.

THE distinguished man of letters whose name I have misappropriated for the signature to these columns was better as a letter-writer than as a poet. He would probably have been greater still as a journalist, but in his early days newspapers were in an almost rudimentary condition, and it was not until a year before the close of his long life that the first daily paper—the "*Journal de Paris*"—made its appearance. Opinions may differ as to his merits as a tragic poet, but in his letters he was easy, natural, shrewd, and sarcastic. The "*Correspondance de Voltaire*," edited by M. L. Foulet (Hachette), contains the letters written from 1726 to 1729—the period most interesting to English readers. In 1725 Voltaire was imprisoned in the Bastille for having sent a challenge to the Chevalier de Rohan, who had caused him to be cudgelled in revenge for some satire penned against that titled personage. He was released five months later, on condition that he would not make any further attempts at revenge and leave France for a time. He came to England, where he "discovered" Shakespeare and Milton—also Wycherley and Congreve—and learned from Addison how to "moralize" a tragedy, but whether that was a wholly unmixed blessing the audiences of that period could best determine. He also saw very much to admire in England, and some to criticise unfavorably. Most of his letters in England are well known to students of French literature, but a new and handsome edition of them comes in very handy.

In early Victorian days the drawing-room table of the *bon bourgeois* was always garnished with books in gorgeous bindings. In some serious families aught that savored of the secular was banished on the Saturday in favor

of more serious reading, but there was sometimes an exception made in favor of one book—partly on account of its supposed literary and artistic merit, and also, perhaps, because it was usually a present from a well-to-do relative, who might have been nettled if he or she had called and not found the book in its accustomed place. It was called a "Keepsake," and was usually illustrated with small steel engravings, most of them representing types of beauty—lackadaisical young women with a family simper. The letterpress was often about unrequited affection and broken hearts, low-spirited poetesses like "L.E.L." and the Hon. Mrs. Norton being much in demand for these effusions. "Keepsakes" have long since disappeared—Thackeray did a good deal to kill them—but an effort has been made to revive the fashion by M. Payot, who has published a "Keepsake," with contributions by forty-five authors and illustrations by fifteen artists, ranging from Raphael downwards. It is a great improvement on the old-fashioned "Keepsakes," but I do not think it is likely to bring the fashion into vogue again.

Another instance of flogging a dead horse is a singular book entitled "*A Nous la France*," by Isaac Blumchen (Renaissance Française), which purports to be written by a Jew, who has discovered that the Israelites are the real masters of France and the French are but their slaves or bondsmen. Of course, it was not written by a Jew, and is nothing more than a very clumsy and ill-written attempt to revive the anti-Semitic movement, which, however, is happily defunct, and is not likely to be galvanized into a semblance of life now that the only man of brains who belonged to the party is dead.

The d'Artagnan of the "Three Musketeers" is such a very real personage to most of us that we do not care to know whether he had a prototype in flesh and blood. As a matter of fact, there was a real d'Artagnan, who, if he did not perform all the exploits attributed to him by Alexandre Dumas, was nevertheless "a fast-rate fighting man." He met with a number of adventures in the course of his career, and after his death his memoirs were written by a novelist of the Defoe school, named Courtilz de Sandras. They contained a good deal of fiction mingled with a modicum of fact, and provided Dumas with the material for his world-renowned story. D'Artagnan had a cousin, Pierre de Montesquiou, Comte d'Artagnan, who was also a great warrior, and whose life has just been published by Melet & Co. He played a prominent part in the battles of Malplaquet and Denain, and died in 1725 at the age of eighty.

There are trifles which please, vex, or flatter, and which M. Emile Berr has described in "*Les Petites Choses*" (Grasset) amusingly enough. The same publisher has also brought out "*Maximes Morales et Immorales*," by Etienne Rey. They do not strike me as being highly original or neatly put. They are not likely to supersede the Maxims of La Rochefoucauld, that "pitiless analysis of human egotism" which half pleased but half shocked Madame de Sablé and her Jansenist friends,



A CHRISTMAS WINDOW DISPLAY OF MR. HERR'S, AT LANCASTER, PA.
NOTE HOW THE EVERGREENS IN BOXES ADD A DISTINCTIVE TOUCH

but many of the ideas seem too good to be put forth alone, and might have been kept for a novel or play. For, I am afraid, with regard to moral maxims, we are most of us inclined to find them boring, or, at least, we have the impression that they might be left to the clergyman in the pulpit—perhaps because, like Squire Western, “we don’t mind what un says when un’s there.” An immoral maxim should have a cynical frankness which “surprises of itself” (as Count Smorltork said of “poltics”), combined with epigrammatic polish, and M. Rey seldom startles us with anything of that kind, but he has evidently expended a good deal of care and thought on the compilation of his maxims.

The extraordinary recovery of *La Joconde* has caused a run on lives and critical studies of Leonardo da Vinci. Messrs. Perrin & Company announce two new works, one being a psychological biography of the great Italian artist, by Gabriel Séailles, and the other the romance of his life by an author with a Russian or Polish name. They are, I presume, fresh editions of former works, for there has not been sufficient time since the picture was found to write, print, and publish a serious work. One cannot help wondering whether we should have heard anything about the romance of Da Vinci’s life if a crack-brained Italian workman had not run away with a celebrated picture.

Even without that dramatic incident there was no chance that Da Vinci’s name would fall into oblivion—a fate which often befalls those who fill “a certain portion of uncertain paper.”

Every middle-aged reader can call to mind, without effort, the names of a score or more authors whose works he much admired when he was a boy, but whose names are unknown

to the present generation. Now and then a biographer in search of a subject, who has come across a bundle of old letters, will make an attempt to arouse public interest in some person long since forgotten, but this lighting of a literary corpse-candle rarely results in more than a temporary flicker, which expires and leaves the darkness more intense. One such forgotten personage is Madame Cottin, a life of whom has just been published by Plon-Nourrit. A reference to the invaluable Larousse informs me that she wrote some half-dozen novels of the “Rosa Matilda” school so mercilessly satirized by Gifford, and was possibly one of the persons on whom his lash descended, for the “*Baviad*” was published in 1794, and she died in 1807 at the age of 37—but I believe he pitched into poets and dramatists rather than novelists.

Carlyle complained that a well-written life was almost as rare as a well-spent one, and that the only biographies worth reading were those of players. M. J. J. Olivier has gone some way to prove the truth of this dictum by giving us a life of Préville, an old actor of the Comédie Française, who was born in 1721 and died in 1799 (Soc. Fran. d’Imprimerie). Possibly M. Olivier intends to write the lives of all the better-known members of that company, for not very long ago he brought out a life of Le Kain, another actor of the Comédie Française, who was born a little later than Préville and died much earlier.

The novel of the day is “*Le Peuple de la Mer*,” by Marc Elder (Oudin), which gained the Goncourt prize, or one of them. It is hardly so much of a novel as a study of the lives of the brave and hardy Breton fishermen and their equally courageous wives.

Another book which is hardly to be called a novel is “*Servitude et Grandeur Ecclesiast-*

tiques," by Marcelle Ferry (P. V. Stock.) The title is borrowed, with a slight change, from Alfred de Vigny, and the book is intended to show the heroic discipline and self-abnegation of the Catholic priests. The chief character is a young, rich, and talented *avocat*, who has met with a severe disappointment in life—a love affair is hinted at—and by chance hears a sermon which induces him to become a priest. He is sent to a village in the Esterels, where, by patience and kindness, he at length wins the hearts of the inhabitants—who are at first disposed to be inimical—and performs prodigies of valor when the village is destroyed by a tidal wave. He is afterwards sent to Morocco, where he saves the life of a young soldier by getting killed himself. Though evidently the work of a beginner, the book is written with an earnestness that redeems many minor faults, and which occasionally rises to eloquence.

K. VOLTAIRE.

U. S. CHAMBER OF COMMERCE DEFENDS NET PRICES.

SEVERE denunciation of those sections of the Oldfield patent bill forbidding net prices on patented articles was the leading feature of the report presented at last week's meeting of the Chamber of Commerce of the United States by its standing committee on patents, trademarks and copyrights.

Dealing specifically with the limitations placed by the Oldfield bill upon the right to enforce restrictions on the sale or use of patented articles this report says: "The evils stated to result from the restriction of the use or of the retail price of patented goods do not, as a matter of fact, exist, and none of those who appeared before the committee attempted to give any reason for preventing them or for limiting the remedy. On the contrary, it was shown by them conclusively that trade is governed entirely by the law of supply and demand, which cannot be altered by individual effort if the distributing or purchasing public does not desire.

"If the goods are of sufficient merit to make it desirable to handle them only under the restricted conditions, this is due to the fact that they are superior to others, because of the ingenuity of the producer. The restriction of conditions of use and sale is a question of the 'distribution' of the particular manufacturer's goods, and is not one in which the public is interested. That the retail dealers are heartily in favor of having the manufacturer of patented goods maintain a fixed retail price is shown by the fact that in a canvass of thousands of dealers handling a certain product more than 90 per cent. were in favor of it as against the policy of permitting the retailers to sell the goods at any prices which appealed to them at the moment, and it is significant that there was no evidence offered by the patent committee to offset a situation of this kind.

"The advantages to the public, however, as well as to the manufacturer, by his control of the market which he alone has created, may be briefly stated as follows: When the manufacturer has educated the public, at great

expense, to use his products he naturally wishes to have his goods handled by as many distributors as possible, and in the case of restricting the retail selling price, wishes to have all the dealers make the same profit, so that there will be no inducement for, say, a large retail concern to handle the goods for a short time only at a reduced price, in order to draw customers to whom other goods are to be sold at an increased profit, and in this way discourage the smaller dealer from handling the goods or increasing his trade in them.

"From the manufacturer's and dealer's standpoint his goods are advertised and are known by many to have a known value. If not prevented by a fixed price, the department stores and mail-order houses will, inevitably, use his goods because of their real or advertised value, as 'bait' in 'cut-price' sales and the market is quickly brought to a level where there is little or no profit. The dealers cannot afford to handle the manufacturer's goods unless they can make a fair profit, and gradually they stop buying the goods. If the dealers stop buying the manufacturer must make fewer goods, and if he does, every piece will cost more. If they cost more, the manufacturer must either receive more for the goods or give less value, and this means a higher cost which in the last analysis the consumer has to pay.

"It is singular that about the only person who appeared before the Oldfield committee in favor of the prevention by legal enactment of price restrictions was the representative of one of the largest department stores in the country, which has been frequently sued by patentees for infringement by selling patented goods for less than the price fixed by the patentee, and in every instance an injunction and a decree for damages and profits had been awarded against them, and this representative frankly stated that his client's hope was to sell goods having a recognized merit and which were well known at cut prices in order to bring custom to the store so that other goods on which it made a greater profit could be sold.

"A moment's consideration will show that any legislation which impairs the ability of a manufacturer of a meritorious article to maintain a high standard for his goods and increase their distribution, or which inevitably results in imposition upon the public, does not tend to promote the sciences and arts, but rather to arrest progress and legitimate trade."

The Chamber of Commerce of the United States was organized two years ago. "Prior to April, 1912, there was no national chamber. It was organized at that time out of the National Commercial Conference called by President Taft and Secretary Nagel to consider ways and means of bringing all the business men of the country without regard to politics into more intimate touch with Government affairs. The answer to the question whether such a national chamber would meet the national need is found in the fact that 488 organizations, national, state and local, are now federated in the Chamber of Commerce of the United States. The actual individual

membership of these federated organizations is more than 222,000 firms, corporations and individual business men.

"Its method of direct service to its organization members and to individual, non-voting members, of whom there are now about 1,400, is mainly in the direction of printed matter prepared by the chamber. This takes the form of general bulletins, relative to matters of immediate moment to business, legislative bulletins which mention and abstract all proposed national legislation affecting business and which follow up the progress of a bill from introduction to passage, and through *The Nation's Business*," a periodical.

DISCUSSION OF THE NET PRICE SITUATION BY CHAMBER OF COMMERCE.

The Chamber of Commerce began the concluding session of its second annual meeting last week, at which the above mentioned report was submitted, with a discussion of the maintenance of resale prices led by Joseph E. Davies, Federal Commissioner of Corporations.

"The discussion to-day," said Mr. Davies, "is addressed to the right of the manufacturer to establish at successive stages the resale price of the goods of his own manufacture which shall be binding through the various stages, even to the extent of being binding upon the retailer in his final resale of the goods to the consumer.

"For a number of years, it is alleged, that the decisions handed down by the lower courts were generally favorable to resale price maintenance as to copyrighted and patented articles. In recent decisions of the Supreme Court of the United States, however, the practice of fixing a resale price has been declared illegal.

"It is now urged that this practice should be sanctioned by law, and that an express statute should be enacted to give the manufacturers, under certain restrictions, the right to fix the price at which the articles of their manufacture, respectively, should be finally sold to the consumer.

"The Bureau of Corporations is now engaged in making an exhaustive study of the question from an economic point of view. For that reason I express no opinion upon the merits of the question at this time."

Donald Dey, a department store owner, of Syracuse, N. Y., spoke particularly from the retailer's point of view. "Whether we realize it or not," said Mr. Dey, "we are all deeply concerned in all laws that seek to control the manufacturer. We cannot separate ourselves from the effect of laws designed to curtail legitimate operation or expansion. Surely, this is a new era of education, and we will see the advantage to be gained from a maintenance of price where the price of an article is reasonable and the interests of the consumer safeguarded."

William H. Ingersoll, a New York member of the American Fair Trade League, appealed to the convention to recommend legislation by Congress to destroy the ruthless use of price-cutting and prevent the people from being deceived into thinking that they were

obtaining special values when as a matter of fact they were merely being "baited."

"Such practices," he declared, "further the tendency to monopoly in the retail market. They not only threaten the existence of the retail merchants, but tend to divert trade from the local centers to the great stores of the great cities, oppressing thousands of small merchants in cities and smaller towns and bringing about a concentration of business which has thrust the trust problem upon the American people."

NET PRICE LEGISLATION BEFORE CONGRESS.

Early this last week the net price question came before Congress in the form of hearings before two committees of the House on anti-trust legislation in which this question plays a part.

The most forceful plea for net prices before these committees was presented by Henry B. Joy, president of the Packard Motor Car Company, who emphasized anew the fact that price-cutting is a badge of monopoly and prophesied that legislation legalizing or even enforcing price maintenance would do more to prevent monopoly than any amount of "anti-trust" legislation.

Mr. Joy argued that price maintenance is a trade necessity. He thought that the Sherman law is sufficient at present, but that Congress should enact legislation fixing the right of the manufacturer to maintain the resale price of a patented article. He thought that a trade commission should be given authority to stop unfair competition. He said that to-day there are more unfair competitive practices among small businesses than among big businesses. Furthermore, the trade commission should give all proper publicity to corporation enterprise.

"If you remove the incentive to consolidate," said Mr. Joy, "you will not have monopolies." He said that the greatest incentive to consolidate is the desire to end unfair competition.

"NATIONAL" PAPERS—THEIR IMPROBABILITY.

DON C. SEITZ, business manager of *The World*, addressing the students of the School of Journalism at Columbia University last Monday, said: "Every now and then a man comes along who wants to make a great national daily. I wish he might, but how can he? In this day of highly developed press co-operation the country paper prints practically all the news that one finds in a city paper, and consequently every paper makes its appeal to the reading public on local issues. A paper in New York City cannot make any impression on Philadelphia, Washington, or Boston, and if it is impossible for one of our big papers to get a circulation in any of these cities how can we expect a paper printed in New York to make an appeal in Chicago or San Francisco?

"I know that this is true, because *The World* has tried more than once to make a showing in some of these cities. I was asked once by a prominent man in Washington why we did not make more of a certain measure that was

then before Congress. It was a big issue to the Congressmen, and this man thought we should play it up. I asked him how many papers he thought we sold in Washington. He said 2,000, and I told him that we sent only 300 down every day. We also tried to create a field for *The World* in Boston, and even went to the expense of hiring a special train at the cost of \$700 a day. We sold exactly 300 copies of *The World* in Boston each day that that train ran. I might say in passing that Boston has the highest culture and the worst newspapers in the United States."

The fundamental principles underlying the business management of a newspaper were outlined by Mr. Seitz. The first rule for every business manager, he said, was that a town was good for one dollar a year for the individual, and the aggregate profit of all the newspapers in the town must equal in dollars the population. If, for example, he said, a city of 500,000 yielded annually, newspaper profits of only \$400,000, there was room for another paper to make a profit of \$100,000. If, on the other hand, the population was 500,000 and the present profits were \$500,000, the new paper must fight for it. There was a man in Maine, according to Mr. Seitz, who got \$40,000 out of a town of 30,000. He printed straight local news and didn't preach in his editorials.

AUTHORS HOSTS AT SUCCESSFUL DINNER.

THE Authors' League of America held its first annual dinner last Saturday evening, celebrating its first year and acting as host with credit to itself and particularly to the committee having the banquet in charge. The new Biltmore Hotel's banquet room on the nineteenth floor proved spacious and admirable in every respect—in marked contrast, to the publishers and booksellers present, to the cramped and inadequate quarters which the Booksellers' Association has had the last year or two.

Winston Churchill, the League's president, introduced Professor William Sloane of Columbia University as toastmaster, after paying a tribute to the League's absent vice-president just now following big game somewhere along the Amazon.

Rex Beach, the first speaker, had some hard words to say about copyright law in this country, pointing out certain serious defects, and other things that might become defects if the courts so ruled.

Following Mr. Beach came the chief guest of honor, William Jennings Bryan, who struck a more serious note—"The Writer with a Message." He was followed in turn by Herbert Putnam, Librarian of Congress, George Haven Putnam, the publisher, Kate Douglas Wiggin Riggs, and Samuel McChord Crothers, the essayist.

Both the Putnams spoke on copyright, Herbert Putnam prefacing his remarks by saying: "You might think from this program that knowledge of copyright in this country

was confined to the Putnam family. I will relieve your anxiety by stating, however, that there are several individuals who know as much or more about it than we do." And after the laughter that followed he paid a graceful tribute to the work of some others in that field. He pointed out that the present act was a compromise, but with its admitted defects was, considering the inherent complexity of copyright, an unusually clear, concise and explicit body of law. Mr. Putnam's address is of so much trade interest that it will be reprinted in full in next week's issue of the PUBLISHERS' WEEKLY. George Haven Putnam welcomed heartily the co-operation of the authors. Too often the brunt of the work of securing adequate copyright legislation has fallen on the publishers. Their interests in copyright matters are one: that authors should take up actively and energetically the improvement of copyright in this country, particularly to secure international copyright through the removal of the thoroughly bad "manufacturing clause," was much to be desired.

Between courses the room was darkened and moving picture versions of various best-sellers of recent years were thrown on the screen. Among these were: "The Quick or the Dead," by Amélie Rives; "Cherry," by Booth Tarkington; "The Vengeance of Durand," by Rex Beach; "Joan Thursday," by Louis Joseph Vance; and last, but by no means least, "Pigs is Pigs," by Ellis Parker Butler."

Each set of pictures was prefaced by moving pictures of the various authors characteristically "at work"—a feature which provoked much amusement and chaffing from their confrères.

To attempt to name the five hundred present would be to call a roll of the chief editors, publishers and authors of the country.

Among the authors present however, were: Franklin P. Adams, Samuel Hopkins Adams, Joseph A. Altsheler, Mary Austin, Josephine Daskam Bacon, Ray Stannard Baker, Ralph Henry Barbour, Gelett Burgess, Ellis Parker Butler, Mary Stewart Cutting, Leona Dalrymple, Maria Thompson Daviess, Thomas Dixon, Walter P. Eaton, Edna Ferber, James Montgomery Flagg, Miss Dana Gatlin, Charles Dana Gibson, Ellen Glasgow, Montague Glass, Arthur Guiterman, Henry Sydnor Harrison, Corra Harris, Flora May Holly, Rupert Hughes, Will Irwin, Owen Johnson, Edwin Lefevre, Joseph E. Lincoln, Jack London, John Luther Long, Estelle Loomis, Percy Mackaye, Hudson Maxim, George Barr McCutcheon, Cleveland Moffett, Harvey J. O'Higgins, James Oppenheim, Harold Paget, Channing Pollock, Agnes Repplier, Cale Young Rice, Morgan Robertson, Lincoln Steffens, Edward Stratemeyer, Ida M. Tarbell, Charles Hanson Towne, Arthur Train, Princess Pierre Troubetskoy, Joseph Louis Vance, Robert Alexander Wason, Onoto Watanna, Galbraith Welch, Carolyn Wells, Walter E. Weyl, Stephen French Whitman, Jesse Lynch Williams, Honore Willsie, Mrs. Wilson Woodrow, Edward Mott Wooley, Mabel Osgood Wright.

The publishers were represented by, among others:

S. Edgar Briggs, of Revell; Frank C. Dodd, George H. Doran, Russell Doubleday, Pitts Duffield, F. A. Duneka, George Dutton, W. W. Ellsworth, Samuel H. Everitt, of Doubleday, Page; Ferris Greenslet, of Houghton Mifflin; E. Byrne Hackett, Roland Holt, H. F. Jenkins, of Little, Brown; J. Jefferson Jones, of Lane; Joseph W. Lippincott, Donald Scott, Frank K. Scribner, Frederick A. Stokes, John Adams Thayer.

Among the editorial folk were:

George Barr Baker, Edward Bok, John O'Hara Cosgrave, Isaac Marcossan, Fremont Rider, of the PUBLISHERS' WEEKLY; Ellery Sedgwick, of *Atlantic*; Don C. Seitz, of *New York World*; John Slicher, of *Leslie's*; George von Utassy, Trumbull White, Robert Sterling Yard.

NEW DE LUXE BOOK SUIT.

A NEW de luxe book suit alleging fraud was filed Tuesday by Miss Marion E. Preston. Its details resemble those of other suits of the same kind of the last two years. The suit was filed in Boston in the United States District Court and was against George Barrie & Sons, John F. Scanlon, James J. Farmer, individually and as trustees of Clara G. Farmer; Clara G. Farmer, and the Anglo-American Authors' Association, Inc., of New York, to recover \$53,490, representing the price Miss Preston alleges she paid for a number of supposed de luxe editions of certain books over and above their real value.

The plaintiff says in her bill of complaint she was duped by the defendants and their agents in a number of transactions since 1904, and she was induced to buy these books on a promise to resell them for her at a later date at a greatly increased profit to her.

She bought the books and agreed to hold them until they could be delivered to fictitious customers of the defendants, she asserts. Different agents of the companies represented the books to be very rare and of a limited edition, whereas in fact, she declares, the whole lot which she purchased for \$57,490 was worth not more than \$4,000. The names of Glenn F. Farmer, the Desmond Publishing Company and Bacon & Fynney, as well as a dozen others, are given in the bill as the agents of the defendants who sold her the books.



REDUCED REPRODUCTION OF THE MENU PAGE FROM THE PROGRAM OF THE AUTHOR'S LEAGUE DINNER. WITH DECORATIONS BY JAMES MONTGOMERY FLAGG.

The sets of books which Miss Preston alleges she bought from the defendants are as follows:

"Works of Edgar Allan Poe," \$2,000; "Shelley and Keats," \$1,000; "Paul de Kock," \$300; "History of North America," \$1,000; "Works of Scott" and "Lamb," \$3,300; "Oscar Wilde," \$1,500; "Italian Literature," and engravings known as "Irving Plates, Jefferson edition," \$2,000; "Moliere," \$1,200; "D'Israeli," \$1,000; "Fables," \$400; "Sand," \$1,850; "Author's Digest," \$2,000; "Roosevelt," \$2,200; "British Poets," \$3,800; "Mark Twain," \$1,500; "Thackeray," "Lincoln," "Burton's Arabian Nights" and "Pardoe," \$8,750; "Hallowell's Shakespeare" and "Napoleon," \$11,590; "Charles Lever" and "Oriental Series," \$11,000.

Geo. Barrie & Sons deny the allegations in the Preston charges. The statement of the Barrie firm says: "We find that in 1907 and 1908 she ordered three sets of elaborately prepared and especially bound sets of books with some original water colors by Jerome

Ferris, amounting in all to \$4,200 from our Boston branch.

"We did not sell to her directly or through any avowed or secret agency any of the other twenty-three sets of books published by other firms or sold by other salesmen as the complaint seems to intimate."

"WE PARTNERS."

By MRS. KATE LANGLEY BOSHER,
Author of "Mary Cary, etc."

WERE one asked to-day to name the most distinctive necessity in every form of human endeavor, the answer would very probably be—Co-operation. The note sounded but a short while ago is now the master note of all successful operations, and the man or woman who fails to understand it, fails to understand the elemental and fundamental requirement of human effort, has indeed his or her face to the past and deserves but little of the future.

In every department of life, from the positions of most conspicuous power to those of obscurest place, more and more are people coming to see that they must work together, that they have need of each other, that they can serve one another, and that each human being is but a part of the whole of human striving, and the whole but the sum of its parts. And in our business, in this business of the writing and publishing and selling of books this spirit of co-operation is as necessary and desirable as in any other business; and when we realize this, when we come to understand more fully the relationship of these divisions the one to the other, we are going to make of this business of books a finer, fairer, greater thing than it has ever been before.

I suppose in this partnership which already is ours, the writer might be called the party of the first part, for from the writer must come the material to be used by the publisher, who is therefore the party of the second part. But the work of writer and publisher would be largely but wasted effort were it not for the seller, the party of the third part, and in this triangular arrangement each is so dependent upon the other, each so needs to have the good will, the sympathy, the intelligent understanding and active co-operation of the other, that it is difficult to say which of these partners in power and responsibility has precedence, or of which is required a more faithful discharge of the obligations assumed when the business was entered. For when it was entered obligations were assumed, or should have been, that are somewhat different from those of other businesses, and these differences should be recognized and remembered.

While it is true that books may be a commodity, while they may be things that are bought and sold, they possess a personality, have within them the power for good or ill, are of a value so beyond price, or of a worthlessness so beneath contempt, that they belong in a place apart from other material purchases, and all who have anything to do with their writing, their publishing, their disposal, are in a sense the creators, the guard-

ians, the dispersers of a great and tremendous agency for the development or deterioration of the human race.

It is well therefore that at times we should meet together, We Partners, and see wherein our obligations lie the one to the other, and to that party of the fourth part, the Public; well that we should talk freely and frankly of our mistakes and failures, of our hopes and desires, of our determinations and purposes, and as the party of the first part, I am going to talk to-night.

To the point of weariness we hear very frequently the statement that the public buys the books it wants to buy and not the kind it should buy; that people patronize the plays they like and like the sort they should not, and that evil days are upon us, and for us apparently there is no help.

All of this may be true, but it is possibly truer that the public very often wants what it cannot buy, that people go to plays they do not prefer because the kind they do prefer are not on the stage. A piece of perfect literature, a modern classic may not appeal to the average reader or theatre-goer, but that does not mean that a clean, clever play or story *with something to it* would not appeal. The trouble with many books which are admittedly clean and good is that they are dull and stupid, and even a dull and stupid person will not stand for dullness or stupidity. Given something well done, be it gay or sober, pathetic or humorous, profound or superficial, something with a meaning and a message, something that does not preach and yet carries with it a haunting memory that stirs and inspires, something that portrays life with unflinching reality, but does not sneer or scorn, something that while it may show the weakness and wickedness of human nature, the absurdities and littlenesses of the various grades of society, the cruelties and limitations of life, shows also its brave struggles, its joy and gladness, its sacrifices and surrenders, its glory and honor and the worthwhileness of human striving—given these things or but a fragment of them well put together in a book and it will have its readers—in a play, its audience. The difficulty is in knowing how to put them there.

The public, like the individual, has learned to compromise. The public is not altogether to blame. The writer and the playwright are also to blame. To remedy an evil it must be recognized, and if we writers are honest and sincere, are just and fair we must see that many of the defects we deplore in that impersonal generalization termed the Public, we possess ourselves, and the latter's so-called vitiated taste is often due to a diet that is not necessarily a choice, in fact is frequently a necessity. If we would stop blaming and criticising the Public and occasionally our Partners, the publishers and sellers, and look more closely at our own limitations, our own perversities and peculiarities, we might get a straighter idea of the situation, be better prepared to give what is wanted or desirable, and in a way that is no sacrifice to ideals or to art, and no surrender to mere greed or gain.

And so while it is true that the writer of a

*A speech before the Booksellers' League, New York City, February 19th, 1914.

book has no business when writing said book, to pander to popular demand, or to wonder if what is being written will please the Public, it is also true that it is perfectly legitimate for the writer to think seriously and with open-mindedness as to how he can best express that which he would say, how to so give it form and fashion that it will carry most broadly the message he would send, reveal most clearly the situations he would present, show most strongly the contrasts of character, make most real and human and genuine the people of whom he writes.

But to think on these things does not mean a bargain with the public, nor does it imply the surrender of time and talent to financial gain or popular approval. It means, as I see it, the realization that the presentation of facts and fancies have their peculiar timeliness, and even elemental truth, even the most fundamental bases of social existence, the most primitive impulses as well as the most highly developed emotions and sophisticated situations, have in different periods of time different forms of expression. And to awaken in the reader understanding and appreciation of, and responsiveness to, that of which he writes, be the period what it may, the writer must present it in the terms, the style, the setting that give it freshness and force and genuineness, and having so presented the result should be accepted with a smile—if may be, a shrug—if must be, but never with a sneer.

This, then, should be the writer's part, to realize that primarily he is responsible for the success or failure of his books, to guard well the privilege that is his, to preserve the best ideals of his profession, and at the same time to be in sympathetic relation to the day in which he writes; and his part being done he turns his work over to the publisher on whom the next responsibility lies.

From various standpoints the interests of writer and publisher are identical. A worthwhile book reflects favorably on both, an unworthy book is injurious to both. But very specially from the standpoint of financial success or failure are their interests in common, and each owes allegiance and loyalty the one to the other in the furtherance of said interests. A book may be all that one of its kind should be, may possess every quality that makes for demand, but unless the Public knows of its existence, hears that which stimulates interest or excites curiosity, the public will not buy it. The advertising, the presentation, of a book is therefore a fundamental factor in its success as our partner of the fourth part, the Public, has the right to know something of the character of all the books the publishers present to it, and not only those for which the latter has decided preference, or faith in or hope for. If there is booming to be done, all should rightly have a share. Not to have a share is cause for justifiable grievance. On the writer's part, however, it must be remembered that though essential, all the advertising, all the publicity on earth will not sell a book if there is not in that book something which explains its sale. That which chiefly sells a book, I imagine, is the good opinion of those who read it, and liking it,

believing they have gotten something out of it, pass on their verdict to some one else. The author has the right to expect of his publisher full publicity, the publisher is in honor bound to give this publicity, but when given the result must be accepted as based on the appeal of the book itself, together with its sympathetic or unsympathetic handling on the part of the party of the third part—and that is yourself!

If the life force in a book be good and strong, if there be that within it which will rise again no matter what its crushing, the attitude towards it of the man or woman who sells it, his or her bad opinion may not greatly matter. But in the first struggle for existence good or bad treatment matters much with books as with babies, for next to a human life that of a book is most sensitive to the good or ill will of those about it. It is not humanly possible or desirable for you to speak well of all the books you handle. Your opinion to be valuable must be discriminating, but prejudices are not opinions. People are dreadfully like sheep. They love to follow. It is much easier. They want to read what others are reading, to talk of what others are talking. Only a small percentage read independently or criticize intelligently, while a large proportion of fiction buyers depend upon the bookseller's opinion of the books they buy.

It is not difficult, therefore, to see how the partners of the third part in this business of books have a large share of a book's destiny in their hands; how upon them as well as upon the writer and publisher rests its success or failure, how they can help it or hurt it, hold it back or push it on, how they can make it to be abased or abound. But while to others this is very clear I sometimes wonder if you Booksellers quite realize it yourselves. In a certain sense you belong to the teachers, the leaders, the directors of human thought, and by your fitness for office you become a force that makes for education, and culture, and breadth of mind, and bigness of soul, and health of body, and growth of spirit; become the guide that points the way and pilots the uncertain into the sure paths of clear vision and the thinking that is high. I sometimes wonder if always you realize the privilege and responsibility that is yours.

Like all duties that are daily done there is often discouragement and indifference, often weariness and monotony in this business of yours as in all others, but in few others are there compensations so desirable, so inspiring and developing, if one would be inspired and developed, so full of opportunity to talk about and listen to the things that are fine and high and of good repute.

With some the selling of books is as the selling of shoes or soap. The buyer is given what he asks for, the bundle is wrapped and delivered, the next customer hurried to indifference and the clock watched to see how near is the hour of closing. But that sort of a Bookseller is *not* of our Partnership. Those of the latter I am sure must love their work, and I am old-fashioned enough to believe it is very difficult to succeed in doing anything well unless we love well to do it—are willing to pay



ANNUAL LADIES' NIGHT DINNER OF THE BOOKSELLERS' LEAGUE.
Hotel Brevoort, New York City, February 18, 1914.

the price exacted of its doing. The fact that you are here to-night, that you meet often and discuss not only ways and means of doing business, but its cultural side as well, is evidence that you are not merely mechanical sellers of books but are responsive to the finer side of the work you have entered upon and realize its dignity and responsibility, its values and rewards.

I would therefore congratulate you upon the opportunity that is yours of making out of an occupation a career; of making yourselves familiar with the books of the world's great writers at every period of the world's history; of handling these books and sending them into homes both far and near, perhaps by your suggestion or advice and so affecting it may be for all future time the character and destiny of their occupants. There have been times when I have envied you your privilege. The mere sight of books is to me a delight. Even though there is little time in which to read in these busy crowded days and nights; still I love to have books about me. Sometimes I can only stand for a half moment in passing and look at them on their shelves; sometimes just put out my hand and touch them as I hurry by, but I feel that surely they must know, must understand I love them! And I think, too, that they must know if you love them, love their presence and disposal, love, or hate, to send them to others, for not as merchandise alone do you so send!

Some one has said there is no place for sentiment in business. That is not true. There can be no good business without sentiment. And to you of whom much may be required in work is much given in reward.

A man is known by the things he cares for; by the company he keeps. And you—the great of earth are your companions, your comrades and your friends.

SOCIETY TO CONTROL MUSIC PUBLISHING BUSINESS.

AMERICAN SOCIETY OF AUTHORS, COMPOSERS, AND PUBLISHERS ORGANIZED AT MEETING IN NEW YORK CITY.

At a meeting last week, Friday, in Claridge's Hotel, New York City, at which every big music publishing concern and most of the authors and composers of all kinds and conditions of songs were represented, the American Society of Authors, Composers, and Publishers was organized. The society is expected by its founders to become the most powerful organization in the world for the control of the music business.

The object of the society is to prevent the playing of any copyrighted music by any orchestra or at any public performance unless a royalty is paid. Theatre orchestras, cabaret shows, and the phonograph records will be the principal music fields in which the tolls will be collected.

Every class of song writer and composer, from Victor Herbert to Irving Berlin, was represented at the meeting. Ragtime writers joined hands with publishers of chamber music, and the president of the organization is George Maxwell, the head, in this country,

of G. Ricordi & Co., the largest publishers of operatic music in the world.

The Board of Directors is divided into classes representing the authors, composers, and publishers. The publishing firms of America are represented on the board by Frederick Belcher, J. Witmark, George Maxwell, Walter Watterson, and H. Dreyfuss, the composers by Victor Herbert, Gus Kerker, Raymond Hubbell, Irving Berlin, Silvio Hein, R. Carrol, and Gus Edwards, and the Authors' Committee on the board is made up by Harry B. Smith, Glen McDonough, John L. Golden, George Hobart, and William Jerome.

The society will be incorporated at once.

"The Society of Authors, Composers, and Publishers," said Mr. Maxwell, "is built on the lines of the same organization which has ruled the music field in France, Germany, and Italy for many years.

"The society has not been formed to make a fight upon any one or to stir up any trouble. The writers and publishers are given protection under the copyright laws of the United States, and until now that protection has never been carefully brought into use. When orchestras play the music of our members they will have to pay for the right to do so. That is only fair, and the laws of the country make it possible for us to see that the collections are made. There is really nothing new in our plans, except the getting together of the men interested to protect their rights. The rights have always been there, and now we are going to enforce them."

TRADE ASSOCIATIONS. THE BOOKSELLER'S LEAGUE.

THE Ladies' Night dinner of the Booksellers' League proved one of the most successful of recent years, despite the unfavorable weather which probably played its part in cutting down the attendance.

Between courses Mrs. Frederick Leypoldt sang—and the diners would not have been content with one encore if they had known she was intending to leave immediately after!

Following the dinner itself the following new members were welcomed into the League: Geo. Becker, Becker Bros. Engraving Co.; Edw. J. Byrnes, Chas. Scribner's Sons; Chas. Carroll, E. P. Dutton & Co.; L. S. Furman, The Macaulay Co.; M. C. Godkin, G. P. Putnam's Sons; L. A. Keating, Fred. Loeser Co.; A. A. Knapp, Doubleday, Page & Co.; C. E. Kopp, Chas. Scribner's Sons; W. G. Lancefield, The Baker & Taylor Co.; Silas H. Moore, Hudson Bindery; W. H. Sprague, Bloomingdale Bros.; Jas. B. Steers, The Baker & Taylor Co.; Edw. A. Sutphen, *New York Evening Post*; H. P. Ulich, H. P. Ulich & Co.

President Shoemaker was able to head the list of speakers of the evening with an "extra number," all the more enjoyed because unexpected, Mary Antin, author of "The Promised Land," who told how much her optimistic belief in American ideals had been strengthened by what she had learned of American booksellers. As they heard their unselfishness, self-sacrifice, courage and idealism lauded so whole-heartedly some of Miss Antin's auditors may have had the uncom-

fortable feeling that they didn't *quite* measure up to her estimate of them—but that uncomfortable feeling was coupled with a very genuine inspiration to make good in a business way at her high valuation. Her earnestness and ingenuousness were as stimulating in her speech as in her writings.

For that matter the keynote of the evening, struck by every speaker, was one of optimism. Dorothy Dix, "sob sister" of the newspaper world, as she good naturedly called herself, told something of her own work, illustrating her points with a running fire of good stories and letters that had come to her in it. She admitted honestly that of all her writing she enjoyed most the "heart-to-heart" talk stuff and "answers to correspondents" that had been the butt of so much good-natured chaffing, and she justified her interest in it. Incidentally she gave her audience huge amusement in the sample letters she read—one from Philadelphia particularly bringing down the house.

Mrs. T. P. O'Connor, wife of the well-known Irish member of Parliament, proprietor of *T. P.'s Weekly*, but herself an American Southerner, pointed out some of the differences between life in England and America, with frequent good stories by the way. And last, but by no means least, Mrs. Kate Langley Bosher, whose good-cheer books are well known to every bookseller, had something to say, under the genial caption "We Partners," about the relations of author, publisher and bookseller—and said it so well that we are reprinting what she said, in full, elsewhere in this issue of the PUBLISHERS' WEEKLY.

COMMUNICATIONS.

TRADE TOOLS AND THE PUBLISHERS.

White Plains, N. Y., Feb. 4, 1914.

Editor the Publishers' Weekly:

MR. BRETT, president of the Macmillan Company, and one of the foremost exponents of the art and business of book publishing in America, recently accorded an interview to the *Independent*, in which he expresses his views on the "publisher, bookseller, and reader." After commenting on the unprecedented demand for good literature which is a financial boon to the publisher, Mr. Brett, points out that "there are still elements which interfere with sales and stand between the publisher and the reading public." The distributing system he thinks is inadequate. He mentions the blank expression on the face of the book-store clerk when a particular book is asked for and the irritating delay to the reading public while the clerk searches gropingly through a bulky volume, perhaps in vain. It is evidently the bulky volume that is really the element that "interferes with sales and stands between the publisher and the reading public." But Mr. Brett is reasonable. He concedes that book stores cannot carry in stock all the books that the public may demand. He does not expect the book clerk to have all the information at his fingers' ends, considering the extent of the publishing business. In days when the reading public was less voracious, the clerk could presumably remember authors, titles,

and publishers of all books. If not, he could look perhaps through a hundred or more catalogues that were not "bulky." Granting that the book store cannot carry all the books that the reading public wants and that the book clerk cannot have all this information at his fingers' ends, one would suppose, that a bulky catalogue might be the most important factor in the distributing system, about the inadequacy of which Mr. Brett complains. And if the bulky catalogue contains all the important information that all the publishers in the country, can by tact and persuasion and argument and plain speaking and earnest and repeated solicitation, be induced to supply, and if the publishers of that catalogue with their large collection of Library of Congress cards and bibliographies of all kinds stand ready to offer further assistance to the book clerk in tracing out-of-way books it would seem that the reading public might procure any book published in this country that it very much longs for. It must be admitted that the English books are less accessible but publishers are presumably in favor of patronizing the home market.

The booktrade of the United States has certainly better tools than that of any other country in the world. English booksellers have acknowledged the far superior service rendered by American trade tools. It is not at all improbable that these tools are a factor in the unprecedented prosperity of the publishing business in this country rather than a hindrance to further prosperity. If the book clerk had no bulky volume and had to rely upon publishers, catalogues, his expression might be even worse than blank, the search would be a matter of days instead of minutes, and the reading public might well despair. Moreover the book clerk's worst groping would be in catalogues like Macmillan's. The high quality of the literature published by the Macmillan Company is not to be lightly regarded; but its catalogue is not a credit to "one of the foremost" publishers in the country.

But Mr. Brett is engaged in the publishing of books, not in the making of the trade catalogues. He reminds us very much of the stay-at-home warrior who knows just how the battle should be fought, or the stay-at-home politician who knows just how the country should be run. The publishing of trade catalogues is a business no less than is the publishing of books, a business that presents its own problems. The perfect catalogue for which he longs has not yet been made, it is true, and four-fifths of the difficulty in compiling a serviceable tool is the difficulty of persuading the publisher to send the necessary information.

The first thing that the publishers should do in order to facilitate the distributions of their books, is to send to the compilers of trade catalogues not only preliminary announcements of their publications but reliable information as to the actual date of issue, and the title and price finally decided upon. Repeated inquiries as to the price of a book frequently bring a different reply with each inquiry. It is necessary to persist until two

replies happen to agree. We know nothing of the face of the publisher's clerk to whom is committed the important task of supplying this information, but we have indubitable evidence that there is a vacancy in some part of his cephalic anatomy. The second thing the publisher should do is to see that every change in price should be recorded in the bulky trade catalogue. These changes are, it is true, expensive to the compiler of the catalogue but it costs the publisher only a two cent stamp. The third thing a few of the large publishers should do is to issue accurate, complete and usable catalogues of their own publications.

Moreover the reading public is not entirely guiltless. Any book store clerk, however blank faced, any obscure library assistant could tell the worried and annoyed publisher that even in these days of enlightenment the reading public has at times the most general, the most vague, the most evanescent ideas as to what it wants.

But here too, the trade catalogue has been a help rather than a hindrance in the distribution of books. The children of the reading public are learning in many schools how to use book catalogues and are forming definite ideas as to what they want.

H. W. WILSON.

THE REILLY & BRITTON COMPANY.

Chicago, February 16th, 1914.

Editor, *The Publishers' Weekly*:

Please allow me, through the columns of the WEEKLY, to make a statement positively denying the current gossip that I am no longer interested in The Reilly & Britton Company, and also the attendant rumor that I have been "frozen out."

This story has no foundation whatsoever. Mr. Reilly and myself are the two largest stockholders and we are to-day, after nineteen years of association, working in entire harmony and are the closest of friends.

The probable basis of the yarn is the fact that Mr. Reilly has been made President of the company in my stead. This was done at my personal request and insistence, and for the sake of the highest efficiency within the organization of The Reilly & Britton Company.

I have to do principally with the selling and promotion end of the business, and this carries me away from Chicago a great deal. Many times in the course of business, matters arise requiring the signature of the President, and for the sake of promptness the President of the company should be on hand in order that business may be expedited.

I am in no position to be "frozen out," and the close and friendly relations existing between myself and all of the stockholders, most of whom are active in this business, are such that were I the smallest stockholder among them, I would be sure of a square deal. I am a director and secretary of The Reilly & Britton Company, and it is a great injustice to all concerned that such rumors as those referred to should have gained currency. No friend of either Mr. Reilly or myself need fear that either one of us will ever have unfair treatment through any action of the stock-

holders of this company. The publication of this statement in your columns will be greatly appreciated.

Respectfully

S. C. BRITTON.

OBITUARY NOTES.

THEODORE LOW DE VINNE.

THEODORE LOW DE VINNE, President of the De Vinne Press and one of the foremost printers in the country, died February 16th at his home in New York City, in his eighty-sixth year. Death, the family physician said, was due to old age. Mr. De Vinne was born at Stamford, Conn., December 25, 1828, and was educated in the public schools and at the Newburg, N. Y., Academy. He learned the printing trade in the office of *The Newburg Gazette*, where he began work in 1844. In 1848 he became an employe, and later a partner in the printing business of Francis Hart in New York City, and seven years after the death of the latter he succeeded to that business, in 1877, and continued it under the name of Theodore L. De Vinne & Co. The business was incorporated as the De Vinne Press, 395 Lafayette Street, in 1908. The *Century Magazine* was printed by Mr. De Vinne's plant for thirty-six years, and the *St. Nicholas Magazine* for twenty-eight years. He also printed the *Century Dictionary*, the recent catalogue of the Jade collection of the late Heber R. Bishop of 885 Fifth Avenue, which is now in the Metropolitan Museum of Art; art publications, and many de luxe editions for various publishers. For many years he had given much of his time and experience to the improvement of typography. Although the De Vinne Press won an enviable reputation from its good printing of woodcuts and half-tone plates, Mr. De Vinne's taste inclined to what he called "masculine printing"—good paper, bold, readable types, and simple composition, strongly printed with good, black ink. He had little sympathy with the "feminine" or ornamental school of modern typography. While a stickler for mechanical skill, profuse decoration had his severe condemnation. Mr. De Vinne held that, while typesetting machines were a necessity for newspapers and many other publications, they were of little practical advantage in the best forms of bookmaking, where the work must not only be beautiful and artistic, but must also combine features that could not be accomplished upon machines. He was a member of the New York Typothetae, Aldine Association, several foreign societies, the Grolier, Authors', and Century Clubs. He was the author of the "Printer's Price List," issued in 1869; "Invention of Printing," 1876; "Historic Types," 1884; "Christopher Plantin," 1884; "Plain Printing Types," 1900; "Correct Composition," 1901, and "Notable Printers of Italy in the Fifteenth Century," 1910. Until seven years ago he was the active head of the concern and since that time continued as President and attended the quarterly meetings. He was a staunch supporter of every project for the benefit of the working man. In recognition of his work in the improvement of printing Columbia and Yale universities con-

ferred degrees upon him. He married Miss Grace Brockvank in 1850. She died in 1905. He leaves one son, Charles D. De Vinne, Secretary of the company. In his "Autobiography" now running in *McClure's Magazine*, S. S. McClure pays worthy tribute to Mr. De Vinne.

DR. ROBERT KENNEDY DUNCAN, Director of the Mellon Institute of Industrial Research of the University of Pittsburgh and well known for his writings on radioactivity and other scientific subjects, died on February 18th, after an illness of several weeks, at his home in Pittsburgh. Dr. Duncan was born at Brantford, Ontario, Canada, on November 1, 1868. With first-class honors in physics and chemistry he received his Bachelor's Degree from the University of Toronto in 1892. At intervals between 1900 and 1907, he studied abroad, and at the same time occupied the chair of chemistry in Washington and Jefferson College, 1901-6; Industrial Chemistry, University of Kansas, 1906, until he became Director of Industrial Research at the University of Pittsburgh in 1910. He was the author of "New Knowledge," 1905, "The Chemistry of Commerce," 1907, and "Some Chemical Problems of To-day," 1911, and editor of the *New Science Series*.

ISAAC KILNER, president of H. L. Kilner & Company, Catholic educational publishers at Philadelphia, died February 12th. Funeral services were held last Monday.

POSTAL MATTERS.

EFFORT TO CURTAIL PARCEL POST EXTENSION.

THE Postmaster General seems to be making the parcel post too popular to suit certain congressmen and by the device of an amendment to the Post Office appropriation bill, the Senate Committee on Post Offices and Post Roads proposes to curtail the power of the Postmaster General over the parcel post system.

If this amendment is adopted the Postmaster General would no longer have authority to change classifications of parcel post matter, weight limits, rates, zones or other conditions so that these could not be altered thereafter except by act of Congress. Advocates of the parcel post system were wroth over the amendment which members of both houses and officials of the Post Office Department who oppose the amendment said was in the interest of the express companies.

The amendment has not yet been adopted.

PERSONAL NOTES.

G. E. HAMLIN, representing the McMillan Book Company, of Syracuse, N. Y., is expected in Chicago within a few days.

BEN SPERO, for the past five years with The Saalfeld Publishing Company, has severed his connection with that concern, and will represent Hamming Publishing Company and the Laird & Lee publishers during the year 1914, covering the large cities east of Chicago and Canada.

J. E. LANDER, who has long had a room at the Broadway Central Hotel, New York City, where, during many months of each year he

has shown the Lothrop, Lee & Shepard line to the New York trade and visitors from other sections will hereafter be more conveniently located at the Hoffman House, Broadway and Fifth Avenue.

R. L. MYERSAHM, assistant manager of the E. Higgins Co., Grand Rapids, Mich., has gone to Providence, R. I., to assume the management of the book department of Callender, McAuslin, Troup Co.'s store. Mr. Meyersahm has been in the book business in Grand Rapids for the past ten years, first engaging in it with the Palmer Co. and afterward with the E. Higgins Co., successor of Palmer.

LITERARY AND TRADE NOTES.

MITCHELL KENNERLEY announces "How to Make a Catalogue of Rare Books," by Temple Scott.

A NEW monthly, *Golf Illustrated and Outdoor America*, is announced by the publishers of *Town and Country*. It is to be under the editorship of Max Behr.

THE PRICE OF "American Book Prices Current" is \$10 net, not \$5 net, as given in the review of that volume in last week's PUBLISHERS' WEEKLY.

A NEW VOLUME of poems by Cale Young Rice just published by Doubleday, Page & Company, "At the World's Heart," is a collection of lyrics, many of them on Oriental themes.

THE PAGE COMPANY, Boston, announce a new book for girls, "Alma's Junior Year," by Louise M. Breitenbach—a third volume in the *Hadley Hall Series*, following "Alma at Hadley Hall" and "Alma's Sophomore Year."

H. G. WELL's dramatic story, "The World Set Free," now appearing as a serial in "The English Review" and "The Century Magazine," will be published in book form early in March by E. P. Dutton & Company.

"GLORIA GRAY—LOVE PIRATE," by Pearl Doles Bell, published by Roberts & Company, of Chicago, is a story of office life wherein a girl fresh from business college idealizes the man who employs her and sees, in the end, her illusions vanish.

THREE NOVELS will be issued shortly by Small, Maynard & Company, "A Lady of Leisure," by Ethel Sedgwick; "Mrs. Brand," by H. A. Mitchell Keays; and "Sunrise Valley," by Marion Hill, whose "Undercurrents in Agnes," is attracting attention in *McClure's Magazine*.

IN "A DOUBTFUL CHARACTER" (Doran), Mrs. Baillie-Reynolds, with her rare gift for intriguing and ingenious story-telling relates a mystery love-story in which doubt, desire, and the adventure of uncertainty hurry forward, separate, and at last join together a pair of lovers who have every reason for distrusting one another.

IN HIS LATEST BOOK, "The Crisis of Morals," now issuing from the house of the Fleming H. Revell Company, Harold Begbie frames a scathing indictment of the church's apathy towards certain social problems, and denounces the smug complacency with which

the ultra-respectable regard the woman who has fallen. Mr. Begbie cries aloud for the restoration of a spirit of chivalry.

THORNTON W. BURGESS who has been called the "legitimate successor of Uncle Remus" has written for immediate publication "The Adventures of Peter Cottontail" and "The Adventures of Unc' Billy Possum." These are to be published in Little, Brown & Company's "Bedtime Story Books," a series which has done much to silence the "don't want to go to bed" refrain.

"YERMAH THE DORADO," by Frona Eunice Wait Colburn, published by the Alice Harri-man Company, of New York, is the story of a fair-haired young prince of a vanished white race—once the over-lords of the Americans—before the red race poured in from Asia, drove them south and exterminated them. The catastrophe that sunk the Island of Atlantis, separated Asia from America and brought the ice age, comes into the story.

"THE PROGRESS OF EUGENICS," by Dr. Saleeby, the English authority will be published soon by Funk & Wagnalls. Under the title "Parenthood and Race Culture," Dr. Saleeby told the story of Eugenics up to 1909, when that volume came out that year. Now he continues the record; and while he stands for the new science, it may be said, and strikes many a shrewd blow at its opposers, he does not endorse some of the ideas current in its name.

EVERY CRISIS in the English Church has thrown up a shoot of literature. What is called the Kikuyu crisis has already begun to do so, and before it is over we may expect to have a shelf half-full of pamphlets and books. By that time, perhaps, we shall have learned how to pronounce the word Kikuyu, which is a village in British East Africa, hitherto known only as a station on the Uganda Railway. Probably it is destined to go down in ecclesiastical history as names like Arles and Chel-se-don and Nice have done.

AMONG THE SPRING publications of Rand, McNally & Company will appear "Figures Famed in Fiction," by H. G. Pillsbury, D.D. The author's idea is to introduce to new, and to recall to old readers certain of the strongest and best characters in American and foreign literature. Few can be named; but from a list of fourteen we select at random: Jean Valjean, of "Les Miserables"; Sidney Carton, the pathetic central figure in "The Tale of Two Cities"; Lorna Doone and Marcus Vinicius, in "Quo Vadis."

SOUTH AMERICA having been discovered by many of us during the last few years, a lively interest will no doubt be taken in an important and informing book on the Latin-American Republics to be issued by Frederick A. Stokes Company before the end of this month. In "The Two Americas," General Rafael Reyes, ex-President of Colombia and well known as a statesman, diplomat and explorer, relates his thrilling experiences in early exploration and presents many interesting sidelights on the history of the various republics. He describes, in detail, the economic, political and industrial conditions in

the more important countries with the opportunities they offer to American enterprise and commerce.

THE FINE NEW Toronto store of D. T. Mc Ainsch & Company has some points of interest to us across the line. It is admirably situated just off Yonge Street, Toronto's Broadway, and enjoys an usual street frontage for its size, sixty feet. Inside the store quite departs from the ordinary scheme of store architecture and arrangement. Instead of a large open space with aisles, tables, or rows of cases, there are a series of separate rooms parallel to the window fronts easily accessible to each other, and lending something of a home-like appearance to the store, and though the store as a whole is a large one, the effect given is that, not of a store, but of a series of splendid private libraries.

MISS DALRYMPLE and the Reilly & Britton Company having done their share toward starting "Diane of the Green Van" on the road to best-sellingdom it remains to be seen what the booksellers will be able to do to keep the Green Van rolling. Some striking window display material has been prepared by the publishers—a three-piece poster screen, 21 inches high, enlargements, in three colors, of two of Mr. Birch's illustrations and a 14 x 20-inch portrait of Miss Dalrymple in five colors. The last item makes one wonder if the time will come when the good looks of the author will be considered such an asset that publishers will require photographs to be submitted with all manuscripts! The Reilly & Britton Company offer three prizes, of \$25, \$15 and \$10, respectively, for the best window displays of "Diane" during March. The prizes will be awarded by THE PUBLISHERS' WEEKLY and a reproduction of the photograph of the winning display will appear in the WEEKLY of April 25th. Photographs must reach this office by April 10th. Further particulars will be supplied by the Reilly & Britton Company.

VISITING BUYERS—NEW YORK CITY.
FOR THE WEEK ENDING FEBRUARY 18, 1914.
Mr. Walker, of Muse, Faris & Walker, Los Angeles, Cal.
Mr. Loring, representing F. N. Joslin, Malden, Mass.
Mr. Metzger, representing Gus Blass D. G. Co., Little Rock, Ark.

BUSINESS NOTES.

CAPE GIRARDEAU, Mo.—The Hinchey Mercantile Co. has succeeded Hinchey-Greer Mercantile Co. Department Store.

CHICAGO, ILL.—Plans have been completed for a six-story additional warehouse, 53 x 341 feet, to be erected for A. C. McClurg & Company, on East Ontario street. The new structure will cost approximately \$150,000.

CHICAGO, ILL.—Albert Ollie Pries, a book-seller, has filed a petition in bankruptcy in the United States District Court. Liabilities are given as \$3,186.91, with assets of \$1,850.

HUDSON, S. D.—F. W. Long succeeds Iversen & Moe, Books, Drugs, etc.,

JACKSONVILLE, TEX.—Joseph O. Edge has just opened a book store here to be called Edge's Book Store.

LINCOLN, ILL.—E. P. Osgood succeeds S. K. Bankert & Co., Books, Stationery, etc. This was formerly the old Layman-Ritchey Book Store.

MADISON, KAN.—Frank W. Davis has purchased the Post Office Book Store from J. H. Brown.

MATTOON, ILL.—Ethelyn Christian has purchased Herron Bros. book and stationery business. In the future it will be called Christian's Book Store.

NASHVILLE, MICH.—Furniss & Wotring succeed Von W. Furniss, Books, Drugs and Stationery.

NEW YORK CITY.—G. P. Putnam's Sons have decided to discontinue their Twenty-third Street store and are at present holding a clearance sale of their books. The stationery department has already been transferred to the new store on Forty-fifth street, just west of Fifth avenue.

NEW YORK CITY.—The Paget Literary Agency will move on February 24th into larger quarters at the new Central Building, 25 West 45th St., to accommodate the growing literary agency and allied businesses—the Paget Newspaper Service; the Cosmopolitan Copyright Bureau and the newly inaugurated art agency, the Paget Arts Association.

PORT HURON, MICH.—The store of the David MacTaggart Company, booksellers and stationers, was totally destroyed by fire Feb. 12th.

SAN DIEGO, CAL.—W. F. Carpenter has taken over The Loring Book Store. The establishment will be called "Carpenter's" hereafter.

SEGUIN, TEX.—F. W. Hess & Co. succeed W. F. Carpenter, Books, Stationery, Rental Library, etc.

WAVERLY, IOWA.—Taylor & MacMurray succeed C. G. Holt & Co., Druggist and Booksellers.

WEST MANSFIELD, O.—R. B. Harvey has succeeded J. K. Hoffman, Books, Drugs, etc.

AUCTION SALES.

FEBRUARY 24TH AT 10:30 A.M. AND 2:30 P.M. (Two sessions.) The library of Captain James C. Post, U. S. A. Americana, art, engineering, military and scientific books, dramatic photographs, medical, the drama, first editions, travel and miscellaneous books in general literature. (No. 546; 870 lots.)—*Merwin*.

FEBRUARY 25TH AND 26TH AT 10:30 A.M. (Two sessions.) Rare books on the fine arts, first editions, standard sets, etc., including the collection of Christian P. Roos, Esq., of Brooklyn, N. Y. (No. 547; 533 lots.)—*Merwin*.

FEBRUARY 27TH AT 10:30 A.M. AND 2:30 P.M. (Two sessions.) A valuable collection of

books relating to Ireland, formed by Stephen J. Richardson of New York City, Part II. (No. 548; 463 lots.)—*Merwin*.

FEBRUARY 27TH AT 2:30 AND 8 P.M. AND FEBRUARY 28TH AT 10:30 A.M. (Three sessions.) The extraordinary collection of autograph letters belonging to the late Hon. Elliott Danforth, late treasurer of the state of New York, embracing a long list of letters of union and confederate generals, the correspondence of the confederate authorities in reference to bombarding Fort Sumter, many letters relating to early New York, also letters of poets, authors, scientists, statesmen, revolutionary patriots, etc. (No. 1074, Part IV; 1527 lots.)—*Henkels*.

MARCH 2ND AT 2:30 AND 8:15 P.M. AND MARCH 3RD AT 2:30 P.M. (Three sessions.) The library of Paul Wilkinson of Mexico City; books relating to Mexico. (No. 1020; 774 lots.)—*Anderson Auction Co.*

BIBLIOGRAPHICAL NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

John and Edward Bumpus, Ltd., London, W., 350 Oxford St. Catalogue of books; original manuscripts, autograph letters and presentation copies of noted books.

Francis Edwards, Marylebone, London, W., 83 High St. Catalogue of a selection of books relating to the near East, especially on Egypt and Egyptian archaeology. (No. 334; 673 titles.)

Franklin Book Shop, Philadelphia, 920 Walnut St. Americana; 2,000 books, pamphlets, maps and manuscripts relating to the American continent. (No. 30; 1764 items.)

John Heise, Syracuse, N. Y., 410 Onondaga Bank Bldg. Catalogue of autograph letters signatures. (No. 96; 207 titles.)

Walter M. Hill, Chicago, 831-7 Marshall Field Bldg. Catalogue of an interesting collection of autograph letters. (No. 50; 306 items.)

Charles E. Lauriat Company, Boston, 385 Washington St. Lauriat's Boston Book Notes. (Vol. IX, No. 8; 23 titles.)

Maggs Bros., London, W. C., 109 Strand. Autograph letters, manuscripts, etc. (No. 320; 821 items.)

Metcalf-Morton, Brighton, Eng., 990 St. Jane's St. A catalogue of books, ancient and modern, including over 100 titles on freemasonry, books on the drama, London, Lancashire, old plays, [etc.] (No. 11; 829 titles.)

Morris Book Shop, Chicago, 71 East Adams St. Book catalogue; consists chiefly of a small portion of the library of the late W. B. Gibbs; comprises first editions, books illustrated by famous artists and much that is quaint and unusual. (No. 60; 341 titles.)

Noah Farnham Morrison, Elizabeth, N. J., 314-316-318 West Jersey St. Americana; books and pamphlets in this catalogue relate to Mexico, and the Mexican war, the western part of the United States and general Americana. (No. 141; 4366 titles.)

Martinus Nijhoff, La Haye, Lange Voorhout 9. Livres anciens et modernes en vente aux prix marqués. (No. 400; 270 titles.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Th. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Abraham, Ja. Johnston. The night nurse. N. Y., Dutton. 10+311 p. 12°, \$1.35 n.

American (The) year book; a record of events and progress, 1913; ed. by Fs. G. Wickware, under direction of a supervisory board representing national learned societies. N. Y., Appleton. c. 20+892 p. D. \$3 n.

Ascinsky, Herb., and Webster, Malcolm R. English domestic clocks; il. by drawings and photographs by the authors. N. Y., Dutton. 354 p. 4°, \$10 n.

Backhouse, E., and Bland, J: Otway Percy. Annals and memoirs of the Court of Peking. Bost., Houghton Mifflin. 10+531 p. il. pors. Q. \$4 n.

By authors of "China under the Empress Dowager." In the course of years of labor in preparing this volume, Messrs. Bland and Backhouse, whose long residence in Peking and familiar acquaintance among many important Manchus gave them opportunities which can never occur again, made an unequalled collection of these private human chronicles of the Chinese Imperial dynasty. These it is that form the basis of this new book. Volume tells the story of the romances, the historic crises, the reversals and triumphs of the Manchu dynasty through the last five centuries. As studies in Chinese history and human nature, they are of permanent value, while as reading they are as exciting as the Arabian Nights. 4°

Bangs, J: Kendrick. The foothills of Parnassus; [poems]. N. Y., Macmillan. c. 200 p. D. \$1.25 n.

Barry, J: Dan. Outlines; a collection of brief imaginative studies related to many phases of thought and feeling, and representing an effort to give an interpretation to familiar human experiences. San Francisco, Elder. c. '13. various p. O. \$1.50 n.

The wolves; A happy man; Who committed the murder? The city of labor; The evil passions; A marriage; The giant's daughter: are among the titles of these allegories. In the studies dealing with labor, author has put into concrete form many much discussed present-day social conceptions and ideals.

Bennett, Enoch Arnold. Paris nights, and other impressions of places and people; il. by E. A. Rickards. N. Y., Doran. c. '13. 13+384 p. 8°, \$3 n.

Contents: Paris nights (1910); Life in London (1911); Italy (1910); The Riviera (1907); Fontainebleau (1904-1909); Switzerland (1909-1911); England again (1907); The Midlands (1910-1911); The British home (1908); Street roads and trains (1907-1909) 4°

Berthe, Augustine. Jesus Christ; His life, His passion, His triumph; tr. from the French by Ferreol Girardey. St. Louis, Herder. 22+514 p. map. 8°, \$1.75 n.

Björnson, Bjørnstjerne. Plays; second series, Love and geography (Geografi og Kjaerlighed); Beyond human might (Over evne; annet stykke); Laboremus (Laboremus); tr. from the Norwegian with an introd. by Edn. Björkman. N. Y., Scribner. c. 284 p. D. \$1.50 n.

Blakeslee, G: Hubbard, ed. Recent developments in China; Clark University Addresses, Nov., 1912. N. Y., Stechert. c. '13. 11+413 p. O. \$2.50 n.

Among the topics treated are: The means of unifying China, by C. W. Elliot; Effect of the revolution upon the relations between China and the United States, by Ching-Chun Wang; The new holy alliance for China, by Alb. Bushnell Hart; China's loan negotiations, by W. Straight; American and Japanese diplomacy in China, by Masiyiro Honda; Some of China's physical problems, by C. K. Edmunds; The opium abolition question, by J. O. P. Bland; America's business opportunity in China, by B. A. Robinson; Effect of the revolution upon the educational system of China, by P. W. Kuo; The Manchu conquest of China, by F. W. Williams. Subject index.

Blount, Mrs. Godfrey. The story of a homespun web; a guide to spinning and weaving. N. Y., Dutton. 30 p. il. 12°, 60 c. n.

Blundell, Mary E. Sweetman, [Mrs. Fs. Blundell, "M. E. Francis," pseud.]. Molly's fortunes. St. Louis, Herder. 14+270 p. 8°, \$1 n.

Buddhist scriptures; tr. from the Palé; with introd. by E. J. Thomas. N. Y., Dutton. c. 124 p. 16°, (Wisdom of the east ser.) 70 c. n.

Burgess, Thornton Waldo. The adventures of Peter Cottontail; il. by Harrison Cady. Bost., Little, Brown. c. 7+120 p. S. (Bedtime story-books) 50 c. n.

Tells how Peter Rabbit decides to change his name, how he fools Jimmy Skunk, how Reddy Fox fools Bowser, the hound, and how many other events of interest to wood-folk happen before Peter curls up in his little bedchamber and tries to make himself sleepy.

The adventures of Unc' Billy Possum; il. by Harrison Cady. Bost., Little, Brown. c. 7+117 p. S. (Bedtime story-books) 50 c. n.

Unc' Billy Possum is the hero, but Reddy Fox, Peter Rabbit, Sammy Jay, Prickly Porky, and other old friends appear in new adventures.

Byron, G: Gordon Noel, Lord. Childe Harold's pilgrimage; ed. by A. Hamilton Thompson. [N. Y., Putnam.] '13. 22+286 p. front. S. (Pitt Press ser.) 75 c. n.

Caldwell, Fs. Cary. Electrical engineering problems. N. Y., McGraw-Hill. 105 p. 12°, \$1 n.

Caspar, Carl Nicolaus, comp. Caspar's technical dictionary; English-German, and German-English; comprising the most important words and terms employed in technology, engineering, machinery, chemistry, navigation, ship-building, electro-technics, automobilism, aviation, etc.; according to the usage and terms of expressions as employed in the technical and scientific works, periodical publications, etc., and latest authorities, considering all important technical words and phrases which came into general use during the last decades; forming also a supplement to any

- large or small general dictionary of the English and German languages. Milwaukee, C. N. Caspar. c. 278 p. S. \$1 n.
- Clay, Alb. Tobias.** Legal documents from Erech; dated in the Seleucid era. Pt. 2. Babylonian records in the library of J. Pierpont Morgan. N. Y., J. P. Morgan, [15 Broad St.]. il. facsim. (Priv. pr.)
- Conway, T., jr., and Patterson, Ernest M.** The operation of the new bank act. Phil., Lippincott. c. 8+431 p. tabs. O. \$2 n.
By assistant professor and instructor in finance, Wharton School of Finance and Commerce, University of Pennsylvania. Answers by analysis of the available facts such questions as, What are the advantages and disadvantages to each class of national banks in joining the system?; What will be the effect on business of reserve city banks?; Under what conditions is it expedient for state banks and trust companies to become members?; What will be the effect of the new system upon the New York banks and upon the stock market? Courses open to national banks with regard to their circulation, etc. Index.
- Crawford, Dan., [Konga Vantu].** Thinking black; twenty-two years without a break in the long grass of Central Africa. N. Y., Doran. '13. 16+485+17 p. pls. 8°, \$2 n.
- Crozier, Gladys Beattie.** Children's parties; il. by author. N. Y., Dutton. c. 120 p. 12°, 50 c. n.
Indoor games for children; il. by author. N. Y., Dutton. c. 120 p. 12°, 50 c. n.
Outdoor games for children; il. by author. N. Y., Dutton. c. 114 p. 12°, 50 c. n.
- Cuthbert, Father.** Life of St. Francis of Assisi; with 13 illustrations. N. Y., Longmans. 13+536 p. O. \$2 n.; formerly, \$3.50 n.
- Dahlke, Paul.** Buddhist stories; tr. by Bhikkhu Silacara. N. Y., Dutton. 330 p. 12°, \$1.25 n.
- Daniels, J.** In freedom's birthplace; a study of the Boston negroes. Bost., Houghton Mifflin. c. 13+496 p. tabs. D. \$1.50 n.
Describes the conditions of the Boston negro of to-day, economically, socially, morally, and religiously. Its purpose is best expressed in the following paragraph taken from Robert A. Woods's Introduction: "It is hoped that this presentment may help the citizens of Boston to focalize their traditional devotion to the cause of the negro in greater degree upon conditions that are immediate in time and place." Among the chapter headings are: Slave, patriot, and pioneer freeman; Equal rights and public favor; Reaction; Social construction and ethical growth; The upward struggle of the negro church; Economic achievement; The future of the negro people. Index.
- Dell, Ethel May.** The rocks of Valpré. N. Y., Putnam. c. '13. 10+516 p. D. \$1.35 n.
Tale of the "eternal triangle." A woman consents to wed the man who dominates her, before she fairly realizes that he is a stranger within her gates. And then the "preux chevalier" of her girlhood again strays into her life, and she is brought to a realization of the fact that this companion of her summer idyll challenges with her husband the permanent possession of her heart.
- Dickinson, H. N.** The business of a gentleman. N. Y., Putnam. c. 304 p. D. \$1.25 n.
Sir Robert Wilton, better known as "Bobby," the gentleman of the story, has had transmitted to him not only an ancestral title and estate, but the sense of obligation that should go with leadership. Patriarchal in his outlook, he shows toward his tenants a benevolence mingled with a sense of proprietorship. He inherits a manufacturing plant suffering from all the acute phases of industrial unrest so familiar to the modern world. Story traces, through many stirring incidents and upheavals, the conflict maintained between this rather romantic champion of individual control and the meddling some antagonism. There is much humor in the story's telling.
- Diemer, Hugo.** Factory organization and administration. 2d enl. and rev. ed. N. Y., McGraw-Hill. 380 p. il. 12°, \$3 n.
- Dowst, H. Payson.** Random notes of Boston; drawings by J. Alb. Seaford. Bost., H. B. Humphrey Co. c. '13. 2+91 p. Q. (Priv. pr.)
Author says in preface, "the desire is to suggest something of the Boston spirit by a limited amount of text and a group of random sketches in keeping with it." Book is not a guide but "an introduction to Boston in its more intimate aspects." It was published as a souvenir of the thirty-ninth annual convention of the American Bankers' Association.
- Drawbridge, Rev. C. L.** Common objections to Christianity. N. Y. and Chic., Revell. 8°, (Lib. of historic theology) \$1.50 n.
- Droke, Anna Eliz. Scott.** The diary of a minister's wife; il. by G. Aviston. N. Y., Meth. Bk. Concern. c. 3+259 p. D. \$1.25 n.
Experience of one who responded to the call of the country; not a mere record of dates and events. There is suggestive talk about the house and farm and discussion of true values in nature and human nature.
- Edwardes, Tickner.** The honey-star. N. Y., Dutton. c. 8+344 p. 12°, \$1.35 n.
- Faulding, Gertrude M.** Fairies. N. Y., Dutton. 64 p. 16°, (Fellowship books) 75 c. n.
- Finck, H. Theophilus.** Success in music and how it is won. 2d ed. N. Y., Scribner. c. '13. 471 p. 12°, \$1.25 n.
- Finot, Jean.** The science of happiness; tr. from the 10th French ed. by Mary J. Safford. N. Y., Putnam. c. 6+333 p. O. \$1.75 n.
"Amid the noisy tumult of life, amid the dissonance that divides man from man," author remarks, "the science of happiness tries to discover the divine link which binds humanity to happiness through the soul and through the union of souls." Work considers the nature of happiness and the means of its attainment, as well as many allied questions.
- Fischer, L. E.** Economics of interurban railways. N. Y., McGraw-Hill. 120 p. 12°, \$1.50 n.
- Forbes-Lindsay, C.** Harcourt Ainslie, ["Leonard Leigh," pseud.]. Panama, the isthmus and the canal. Rev. ed. Phil., Winston. c. '12. 9+11-390 p. il. map. por. 12°, \$1 n.
- Furlong, C. Wellington.** The gateway to the Sahara. 2d ed. N. Y., Scribner. '13. 305 p. il. pls. map. 8°, \$2.50 n.
- Gardner, Marshall Blutchter.** A journey to the earth's interior; or, have the poles really been discovered? Aurora, Ill., [Dewey Pub.]. c. '13. 69 p. pls. part col. por. diagr. O. \$1.50; pap. \$1.
"A recital of certain well known and fully authenticated facts of geography, exploration and astronomy not satisfactorily explained by any of the theories of the shape and constitution of the earth so far held. A new theory is presented which does explain them; does make them fit in with the accepted results of scientific investigation, and which does not conflict with any other relative facts in the world"—Preface.
- Gerry, Mrs. Margarita Spalding.** The masks of love. N. Y., Harper. c. 2+271 p. il. D. \$1.20 n.
Marjorie Spofford, cultivated, intelligent and attractive, wanted to go on the stage, not because she expected to make a great success or thought she had great talent,

but because she wanted adventure and to get away from her own social class. She gets an engagement and arranges her life exactly as if she had only her salary to live on and no social backing. The life behind the scenes is depicted without the coarseness and vulgarity so frequently attributed to it. Marjorie's love affair with Newbold, the theater manager draws her to a gradual realization that there must be something of the primitive brute in the manly man, while Newbold learns that a woman can be a real comrade.

Grabo, Carl H. The art of the short story. N. Y., Scribner. c. '13. 10+321 p. 12°, \$1.25 n.

Halstead, Fk. Manual training in the grades. Bost., Heath. c. '13. 18 p. pl. 8°, \$2 n.

Handbook of electrical methods; comp. from the *Electrical World*. N. Y., McGraw-Hill. 258 p. il. 12°, \$3 n.

Harper, Fs. P., ed. Colored plate books and their values; sporting books, works on natural history, travels, etc., that are illustrated with colored plates; selected from recent English and American catalogues of reliable dealers in rare books with prices of each lot; to which is added the remarkable library of colored plate books collected by the late W. C. Dulles of Philadelphia, sold at auction Dec. 10-12, 1912, by the Anderson Auction Co. of N. Y., with their prices; a guide for librarians, collectors and book-sellers. Princeton, N. J., [The author]. '13. 8+215 p. 12°, (Book collectors' ser.) \$3.50 n.

Harraden, Beatrice. Things will take a turn. 163 p. (Scribner ser. of school reading) 50 c. n.

Hastings, Ja., D.D. Greater men and women of the Bible. N. Y., Scribner. c. '13. 515 p. 8°, \$3 n.

Ephesians to Colossians. N. Y., Scribner c. 536 p. 8°, (Great texts of the Bible) \$3 n.

Hayes, Hiram Wallace. The Great Physician; a glimpse of Christian healing. Bost., Davis & Bond. c. '13. 4+58 p. D. bds., 50 c. n.

Story shows how Mr. Wise convinces Mr. Goodman that Christian faith will cure his bodily ills.

Hunter, Wa. S. The delayed reaction in animals and children. N. Y., Holt. '13. 5+86 p. il. 8°, (Behavior monographs) \$1.15.

Hurd, Archibald S. Our navy; with a preface by the Earl of Selborne. N. Y., Warne. 10+270 p. S. (Imperial lib.) 50 c. n.

History of the Royal Navy from the earliest days to the present time, especially as regards its increase and development during the last twenty years and the magnitude of the task now laid upon it. Existing Navy, its composition and distribution, its manning and its administration in all branches and grades, is discussed, as are also the newer aspects of imperial defence policy and the attitude of the dominions toward naval needs; among the appendices there is a glossary containing concise explanations of naval terms in current use. Index.

Hutchison, J. R. The press-gang; afloat and ashore. N. Y., Dutton. 8+348 p. il. 12°, \$3 n.

Im Bang and Yi Rynk. Korean folk-tales; imps, ghosts, and fairies; tr. from the Korean by Ja. S. Gale. N. Y., Dutton. c. 12+234 p. 12°, \$1.25 n.

Jamieson, Rob., D.D. Bible commentary: critical and explanatory on the Old and

New Testaments. 2 v. N. Y. and Chic., Revell. '13. \$3 n.

Jersey City, N. J. Free Public Library. Monographs on anniversaries and festivals; prepared by Edm. W. Miller. Jersey City, N. J., Free Pub. Lib. '13. 76 p. (bibls.) 12°, pap., 50 c.

Kenlon, J. Fires and fire-fighters; a history of modern fire-fighting with a review of its development from earliest times; with il. from photographs. N. Y., Doran. c. '13. various p. por. il. pls. tabs. diagrs. 8°, \$2.50 n.

Kennedy, C: Rann. The idol-breaker; a play of the present day, in five acts, scene indivisible, setting forth the story of a morning in the ripening summer. N. Y., Harper. c. 178 p. por. O. \$1.25 n.

Third of the series of "Seven plays for seven players," of which "The servant in the house" and "The winter-feast" have already been published. The theme is freedom. The story takes place in the smithy of Little Boswell—a village of prejudices, traditions, and economic slavery.

Keyte, J. C. The passing of the dragon; the story of the Shensi revolution and relief expedition. N. Y., Doran. '13. 13+311 p. por. pls. map. plans. 12°, \$1.50 n.

Knowles, Laura Thornton. Southern recipes tested by myself. N. Y., Doran. c. '13. 9+161 p. 12°, \$1 n.

Lagerlöf, Selma Ottoliana Lovisa. Silucróna's home. N. Y., Dutton. c. 7+270 p. 12°, \$1.35 n.

Lazarovich-Hrebelianovich, Stephen Lazar Eugene, Prince. The Orient question to-day and to-morrow. N. Y., Duffield. c. '13. 7+355 p. maps. fold. 12°, \$1.25 n.

Lee, Gerald Stanley. Crowds, Jr., a little introductory run through "Crowds"; mostly little things for men in a hurry, selected from the larger book and arranged by the author. Garden City, N. Y., Doubleday, Page. c. '13. 145 p. S. bds., 50 c. n.

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Letchworth, Legisl. Forbidd. Employment of Children Under the Contract System, Albany, 1884.

Letchworth, Industrial Training of Children in House of Refuge, etc., 1884.

Letchworth, Report on Depend. and Delinquent Children, Boston, 1877.

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 Numismatist, the, E. H. Adams, editor, Amer. Numism. Assoc., 1904, No. 4, separately.
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Reid, Charlotte Bronte.

Robinson, Life of Emily Bronte.

Haworth, Home of the Brontes, pub. Bronte Society, 1895.

Turner, Haworth Past and Present.

Third Circle, Norris.

Danger Zone of Europe, Wood.

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Racinet, Costume historique, vols. 4 and 5, Paris, Firmin-Didot, 1888.

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Aldrich, Songs and Sonnets, Riverside Press.

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The Encyclopedia Britannica, India paper.

Masefield, Tragedy of Nan, 1909, 1st Amer. ed.

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National Geog. Magazine, vols. 7, 8, 9.

Overland Monthly, June, 1913.

Public Opinion, June 4, 25, 1912.

E. P. Dutton & Co., 681 5th Ave., New York.

Carpenter, Letters of Travel in Holy Land.

Richmond, Mystic Text or Magic of Cards.

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Baillies, Strand.

An Occasional Review.

Benson, Sodello, Dent, 1903.

De Lespinasse Letters. Hardv Pratt & Co.; 2 copies.

Romances of French Revolution.

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Kipling, Out of India, Dillingham, 1896, copyright 1895.

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Popular Science Monthly, Aug., 1912.

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 Nehrling, *Native Birds of Song and Beauty*.
Wm. J. Gerhard, 2209 Callowhill St., Phila., Pa.
Western Journal of Medicine, etc., Jan., April, 1835.
 Second Biennial Rept. Geological Survey of North Dakota, 1903.
 Bulletin No. 1, New Jersey Geolog. Survey.
 Day, *Pennsylvania History*.
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 Bartram, *Travels in Florida and Georgia*.
 Catholic Encyclopedia, vol. 14.
 Hale, E. E., *Letters on Irish Emigration*, pamphlet.
 Hall, *Hist. of Vermont*.
 Hart, *Romance of Yachting*, or vol. 2 only.
 Hemenway, *Gazeteer of Vermont*, vol. 4.
 Jones, *Antiquities of Florida and Georgia*.
 Perry, *Commodore, Japan Expedition*, 3 vols.
 Society of Army of Potomac, *Report of 11th Reunion. Street Railways and Municipal Corporations*, report of special committee, 1892.
 Genealogies, Alden, *Story of Pilgrim Family*; Ayres, *Descendants of John*, by Whitmore; Borden, *Descendants of Richard and Joan*, by Weld; Clapp Memorial; Howes; Johnston; Kirbys of N. E.; Potter Families, 1888; Robbins, 1897; Sargent, *Reminiscences of L. M. Sargent*, 1871.
Life and Times of John Boyle O'Reilly, ed. by Roche.
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W. M. Hill, 831 Marshall Field Bldg., Chicago, Ill.
Nature's Calendar, by Ernest Ingersoll, Harper Bros., 1900.
 Hyde, J. A., *Early Medical Chicago*, vol. 2 in Ferguson Historical series.
 Norris, J. E., *History of Lower Shenandoah Valley*, 1890.
 Hadley, Herbert S., *Railroad Rate Regulation*.
 Fanning, Clara Elizabeth, *Selected Articles on Capital Punishment*, Minneapolis, 1910.
Himebaugh & Browne, 415 5th Ave., New York.
 Ridpath's *History of the World*.
 Lockwood's *Colonial Furniture in America*, Scribner, \$7.50.
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 New Encyclopedia Britannica.
 New International Encyclopedia.
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ord of Cur. ed. pub.

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Proceedings Calif. Acad. Science, 1, 2, 1889.
Proceedings Chicago Academy, 1868.
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Herald, Tribune, World, N. Y., 1882-3.

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Chase, P., Elements of Meteorol., 2 vols., 1884.

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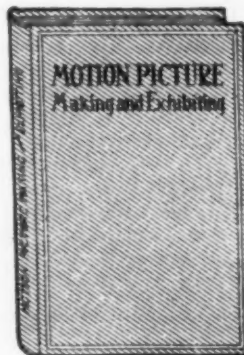
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